

FIG. 1A

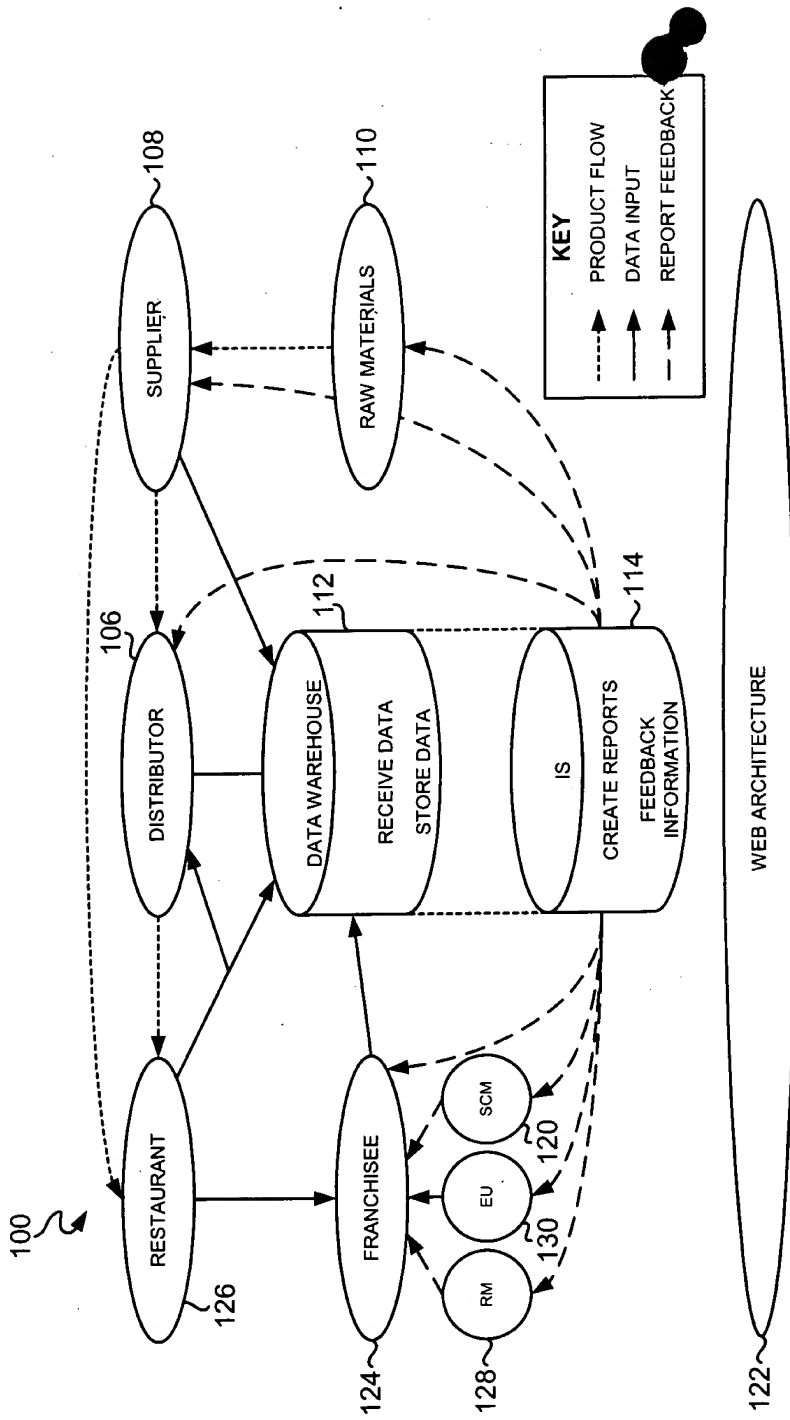


FIG. 1B

004549-032004

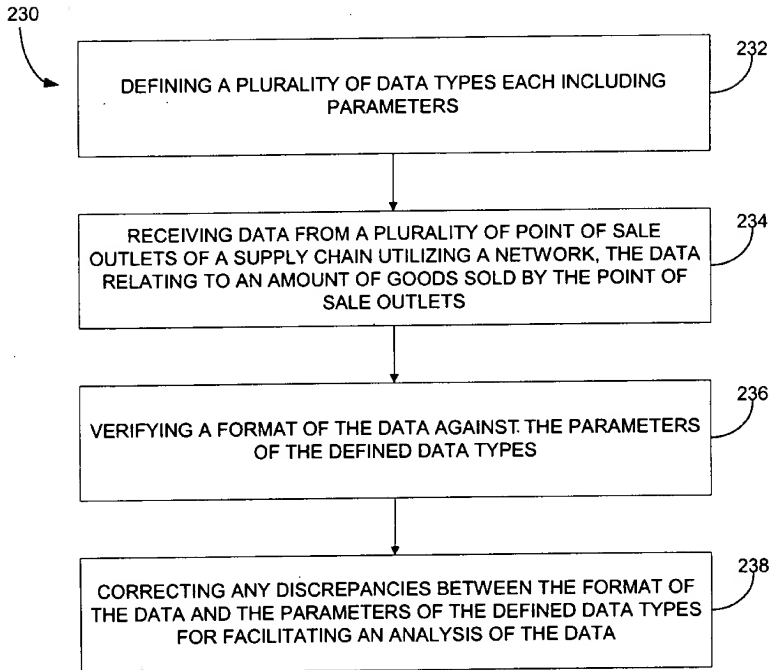


FIG. 2

00015419 33301
10222200 01291860

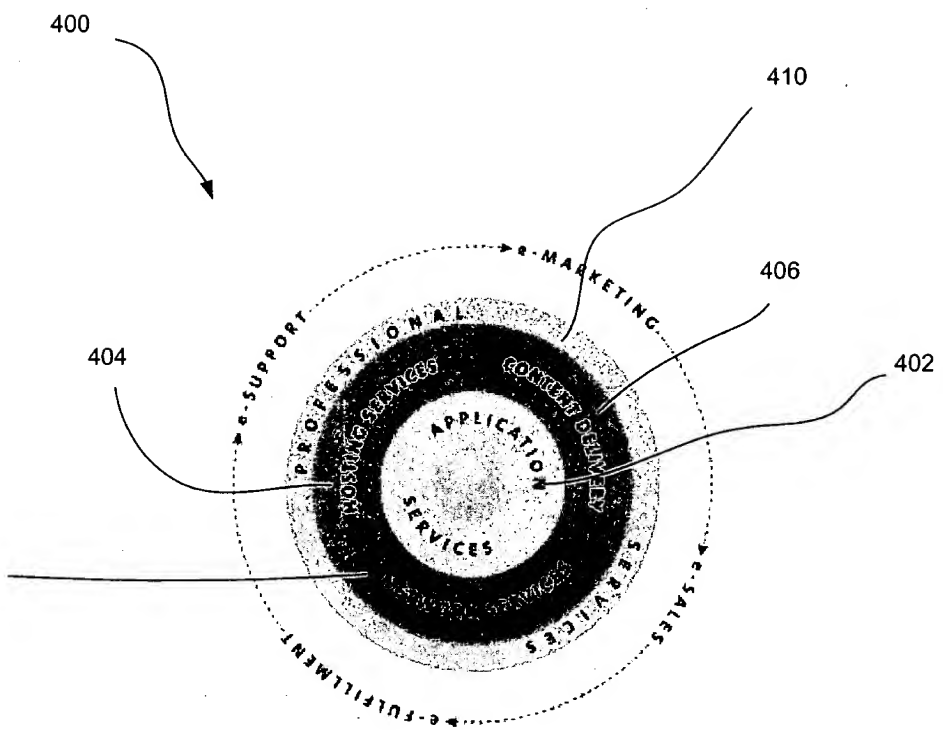


Fig. 4

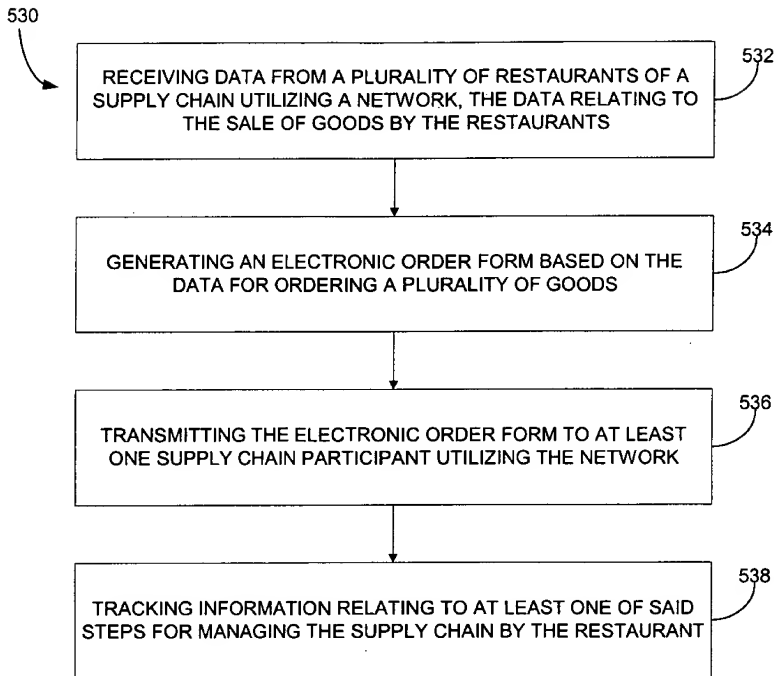


FIG. 5

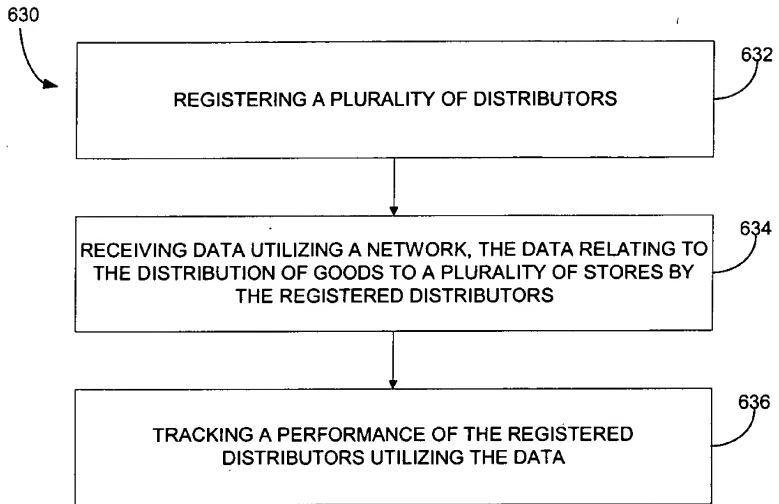


FIG. 6

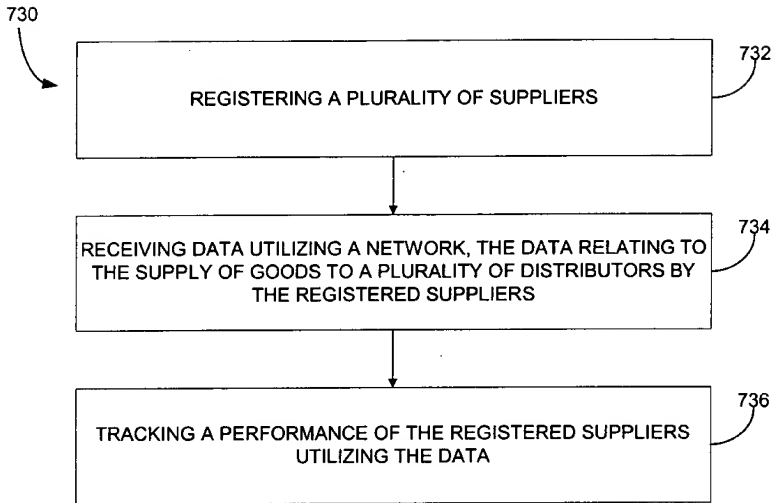


FIG. 7

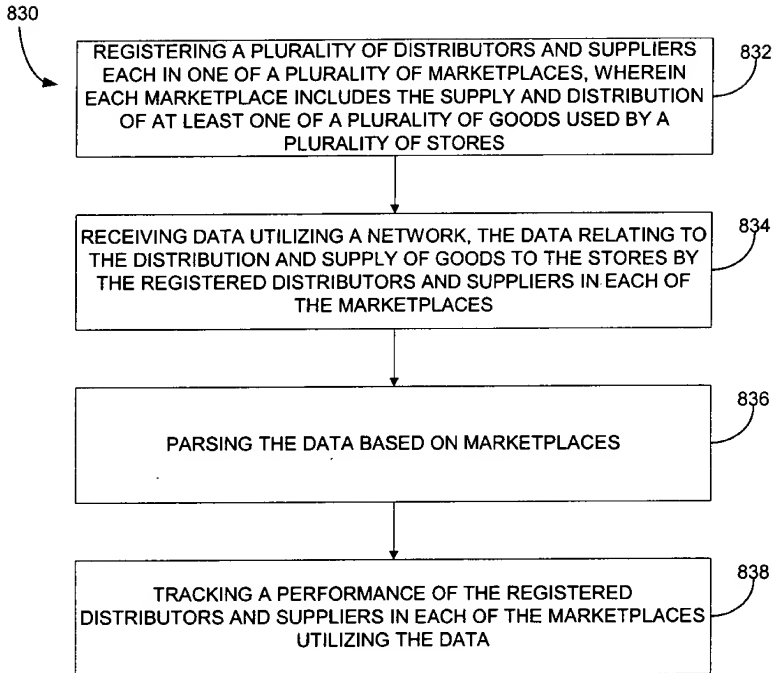


FIG. 8

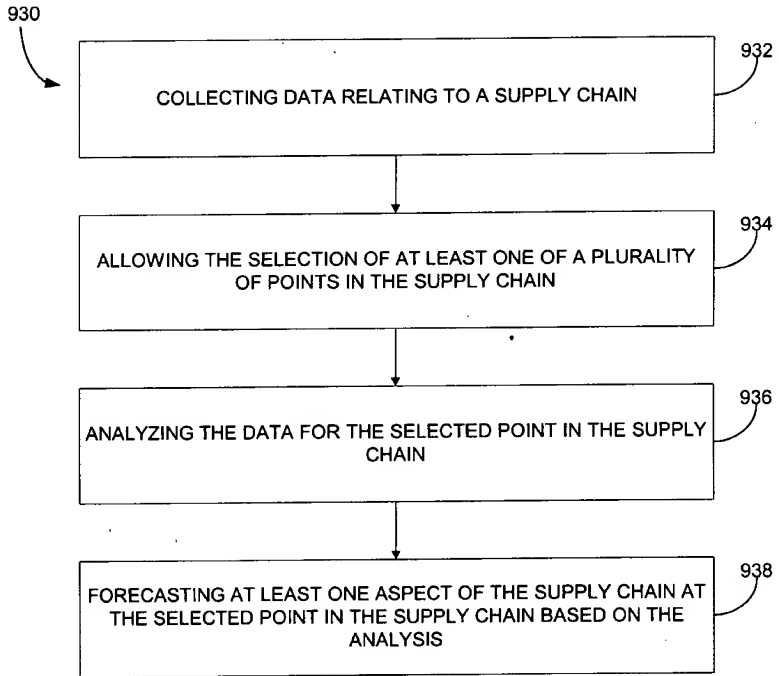


FIG. 9

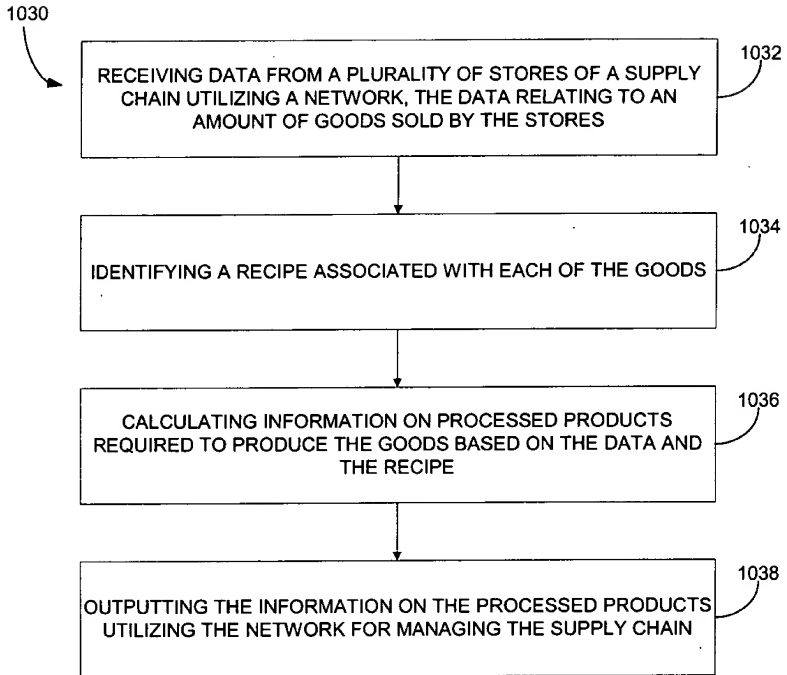


FIG. 10

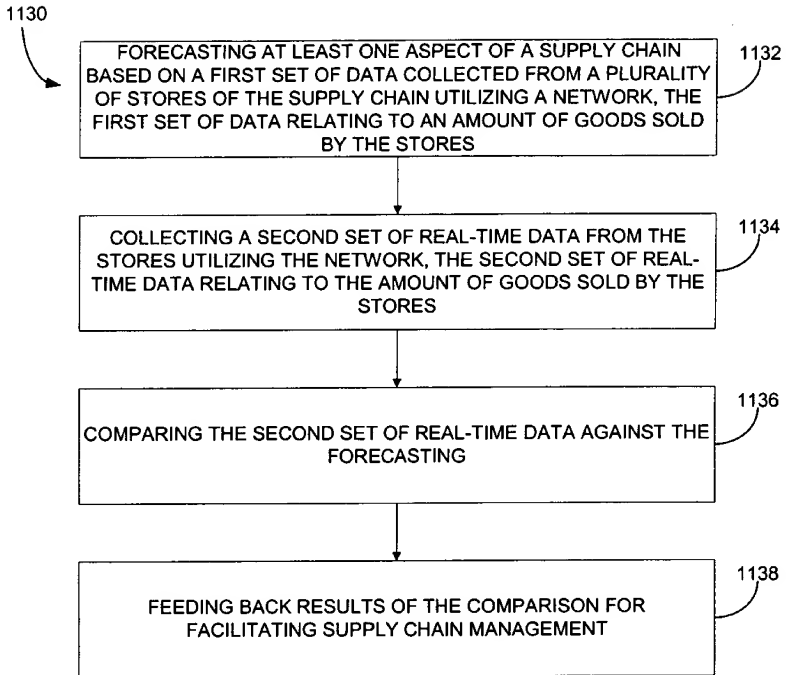


FIG. 11

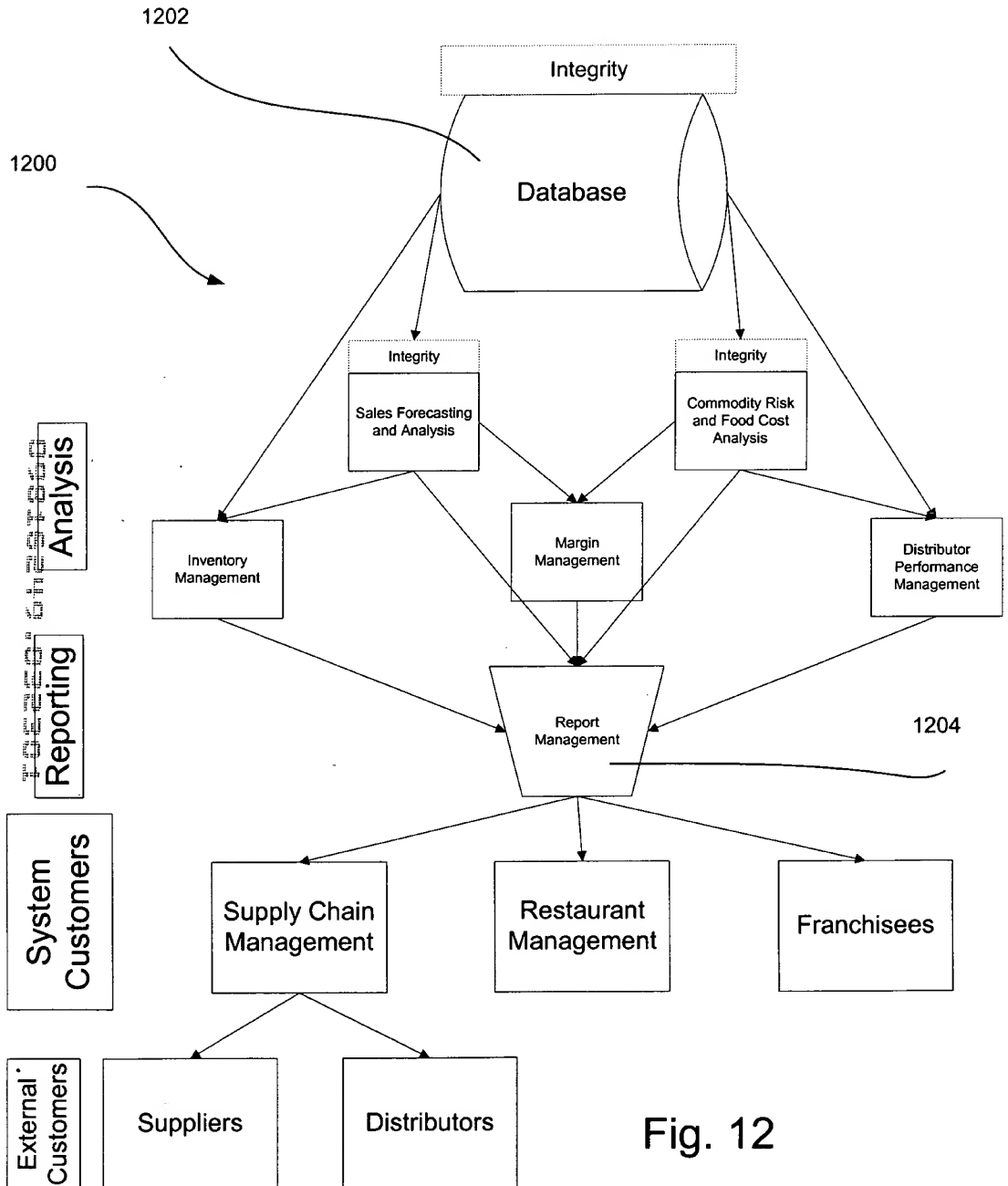


Fig. 12

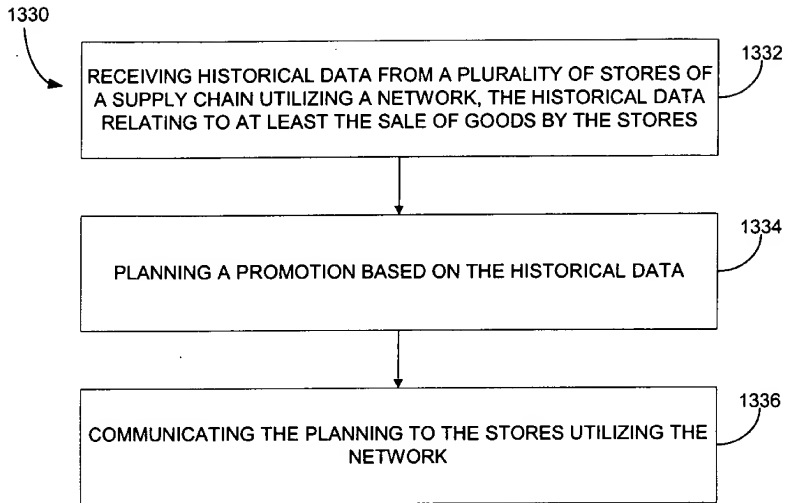


FIG. 13

FIG. 14

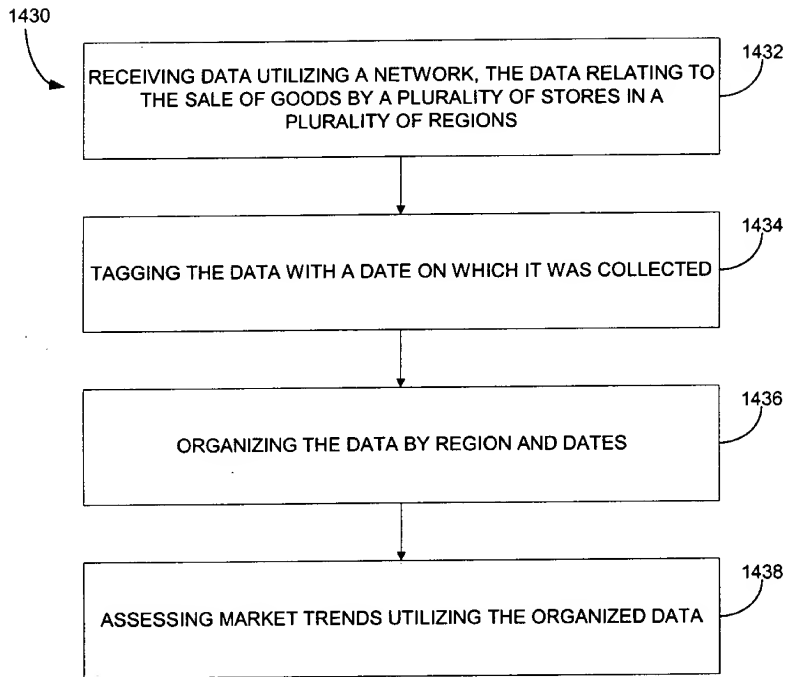


FIG. 14

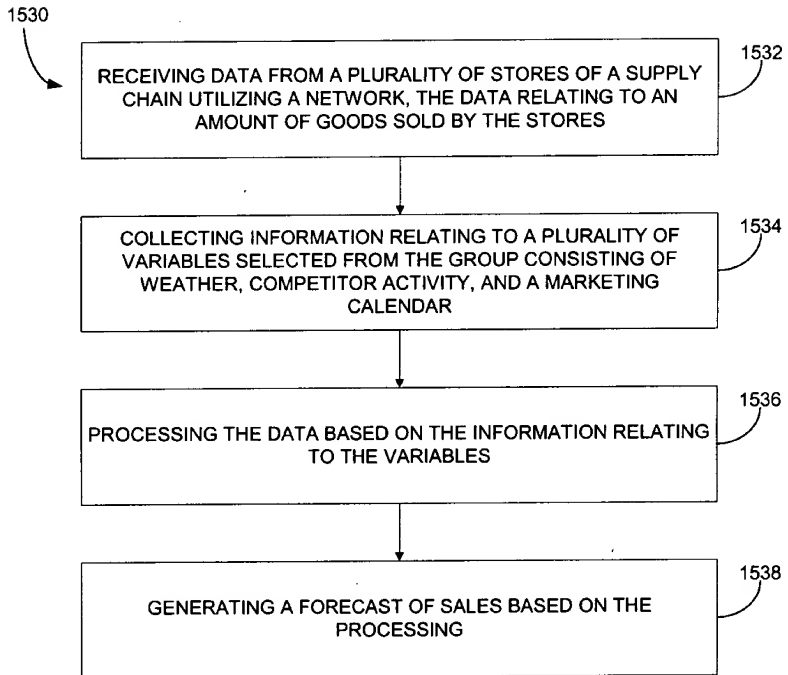


FIG. 15

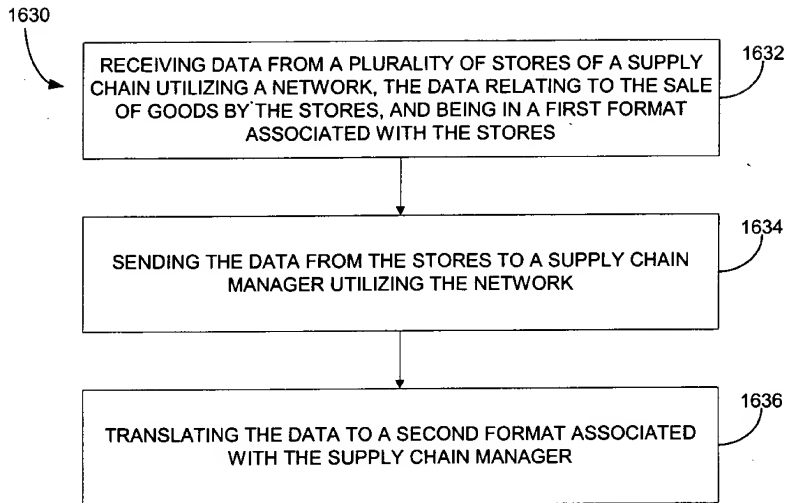


FIG. 16

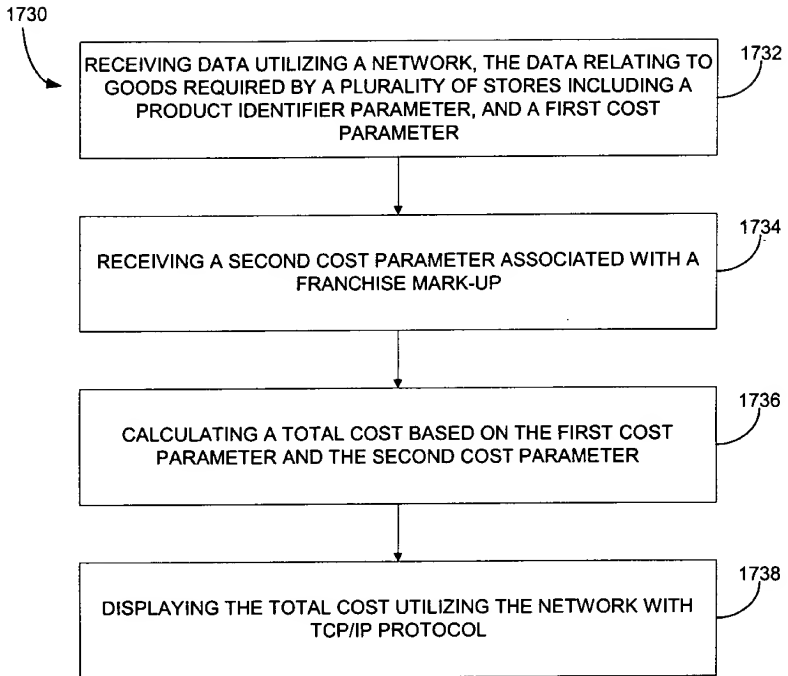


FIG. 17

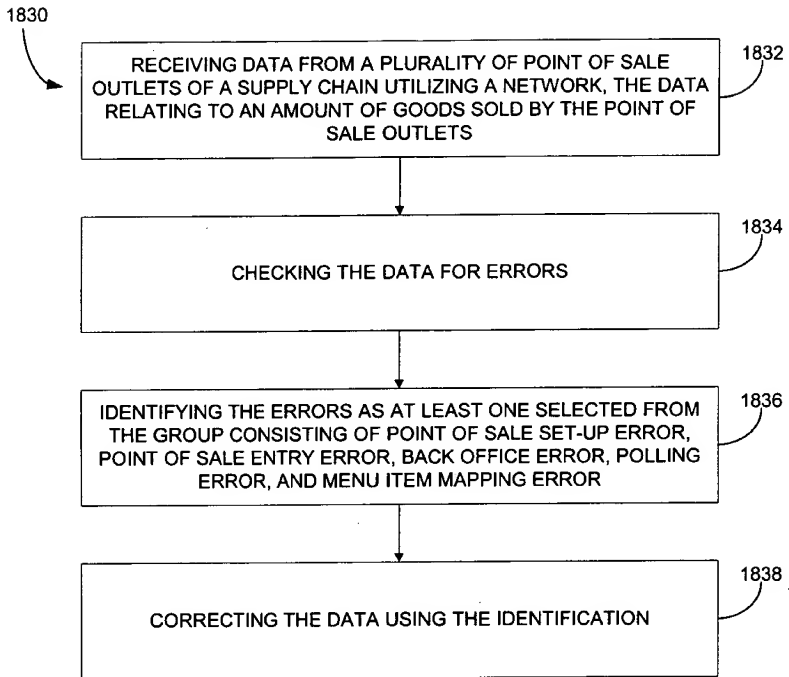


FIG. 18

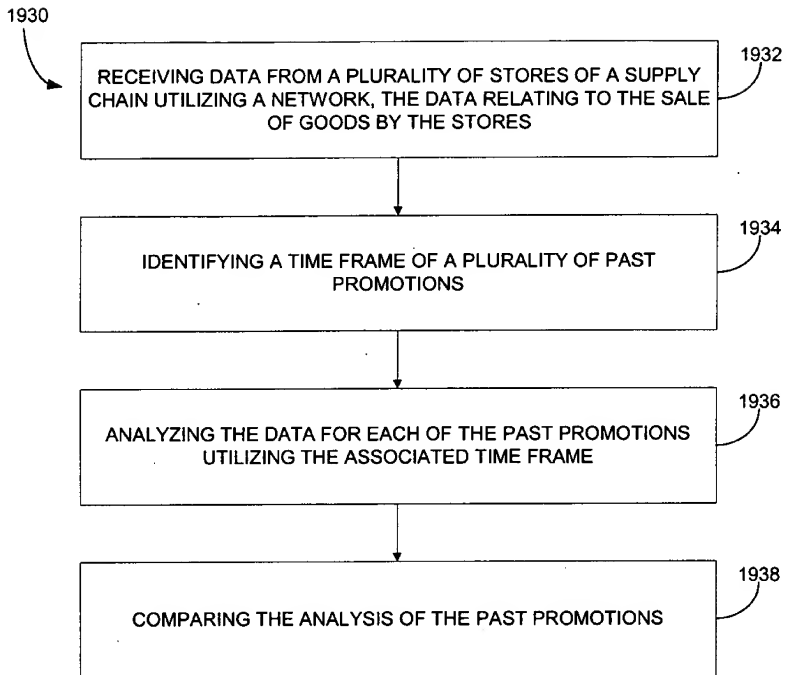


FIG. 19

004549-032001
00000-000000

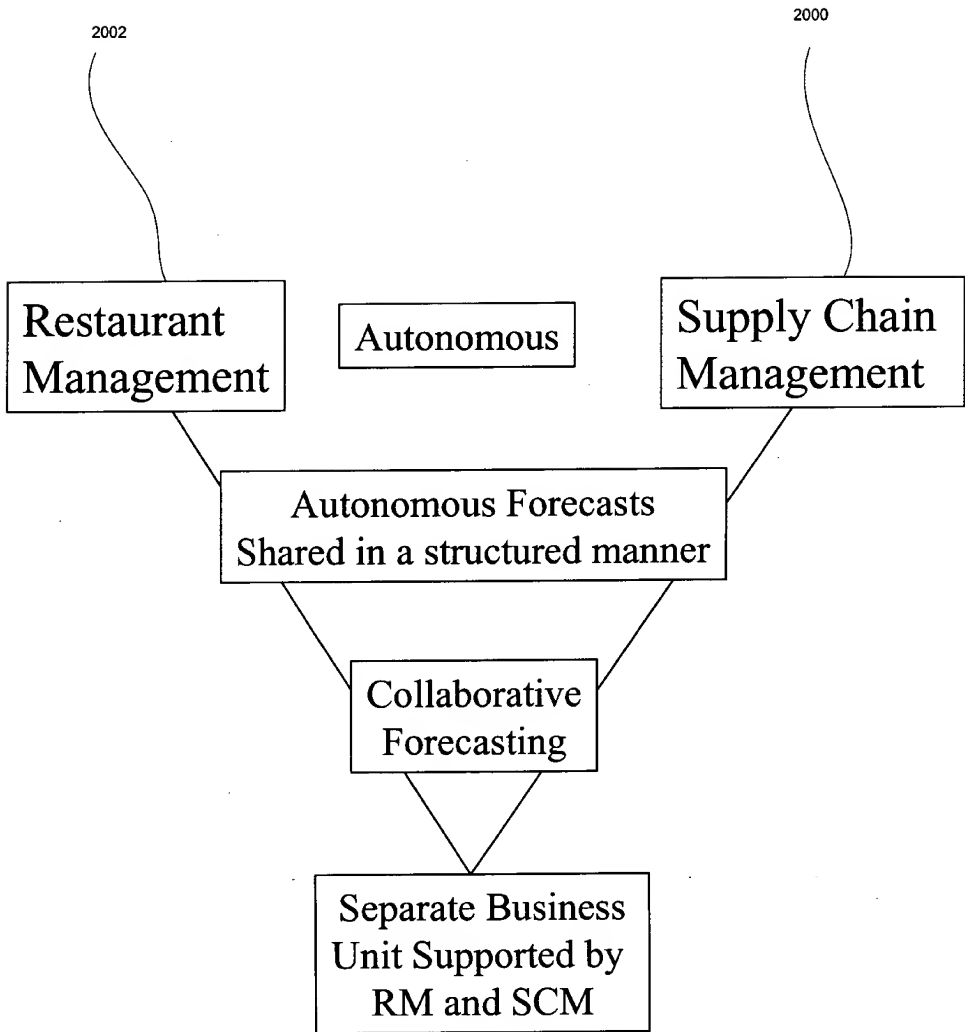


Fig. 20

2102 2104

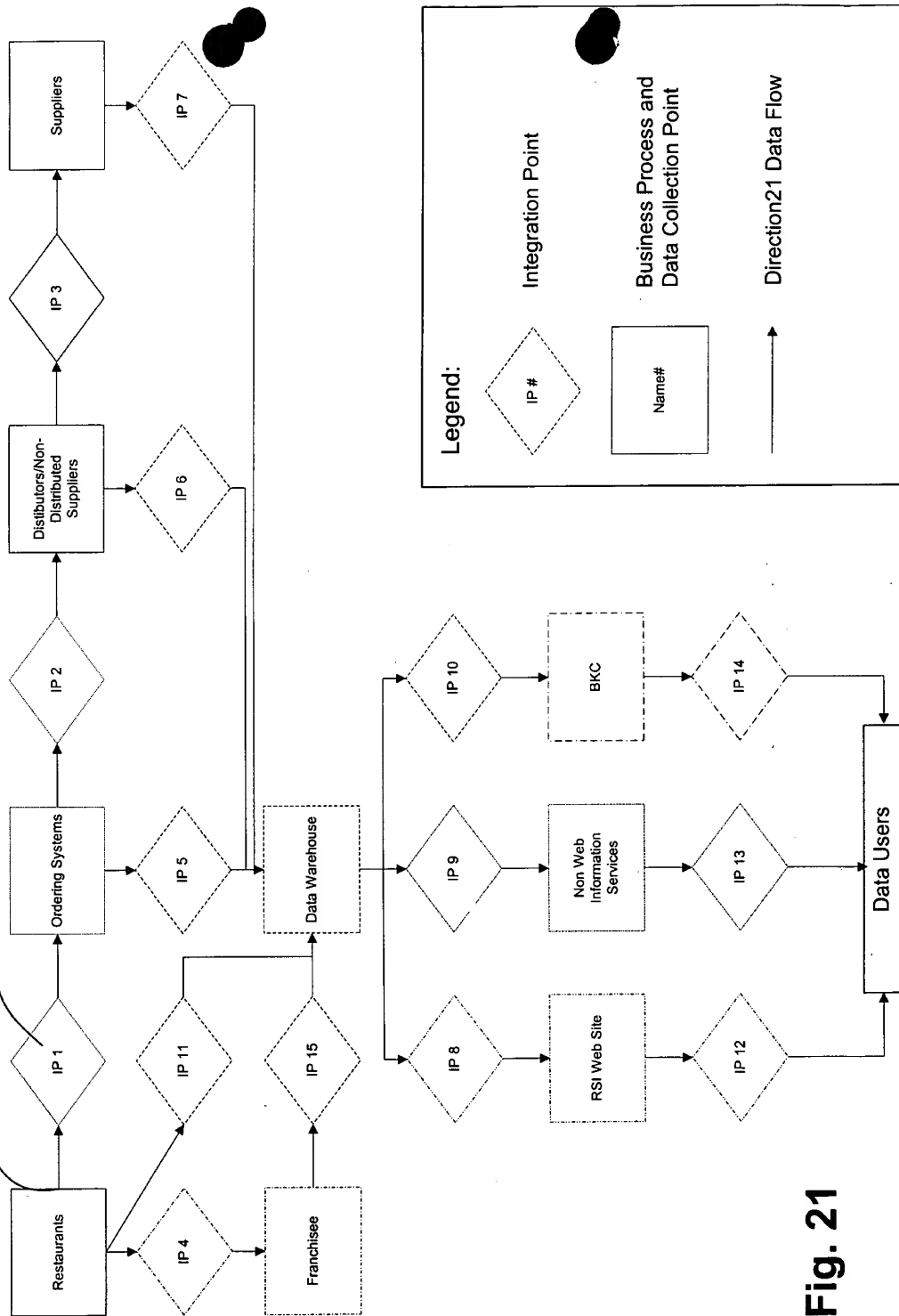


Fig. 21

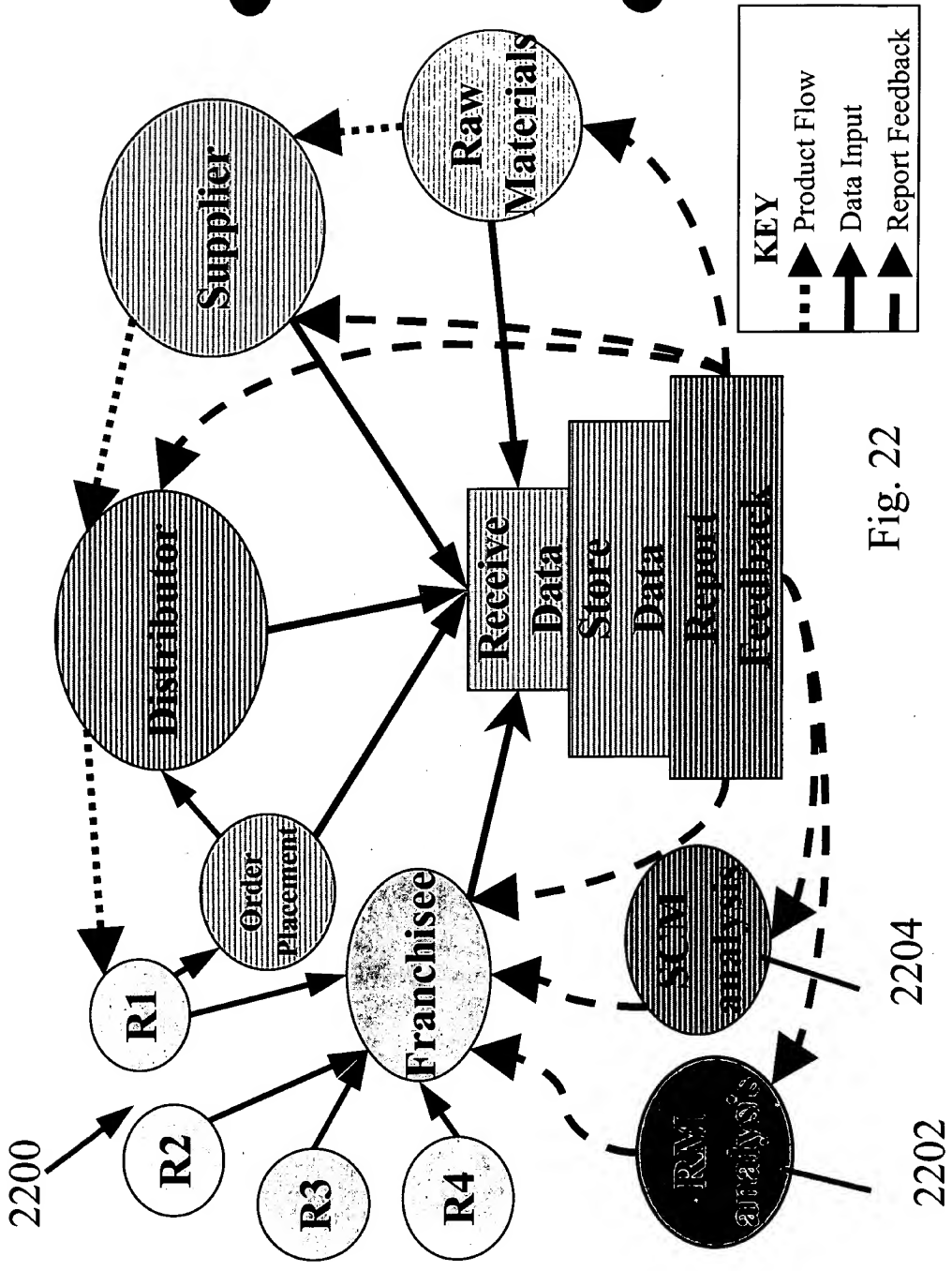


Fig. 22

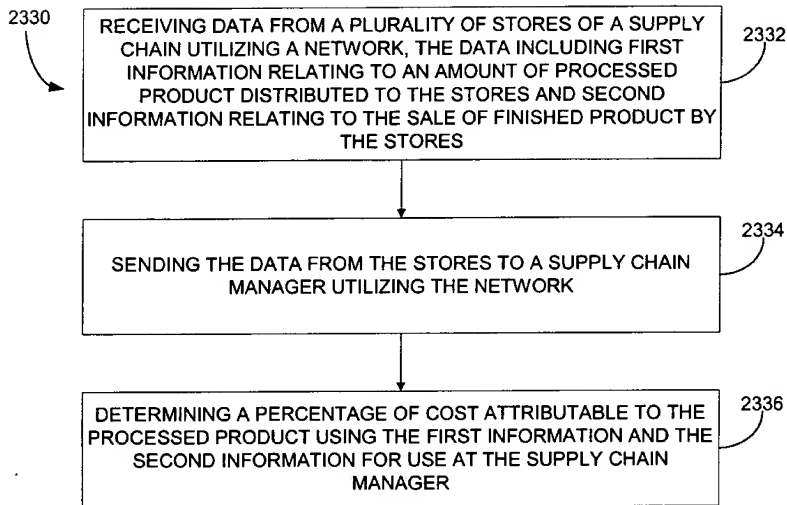


FIG. 23

0001549-022004

FIG. 24

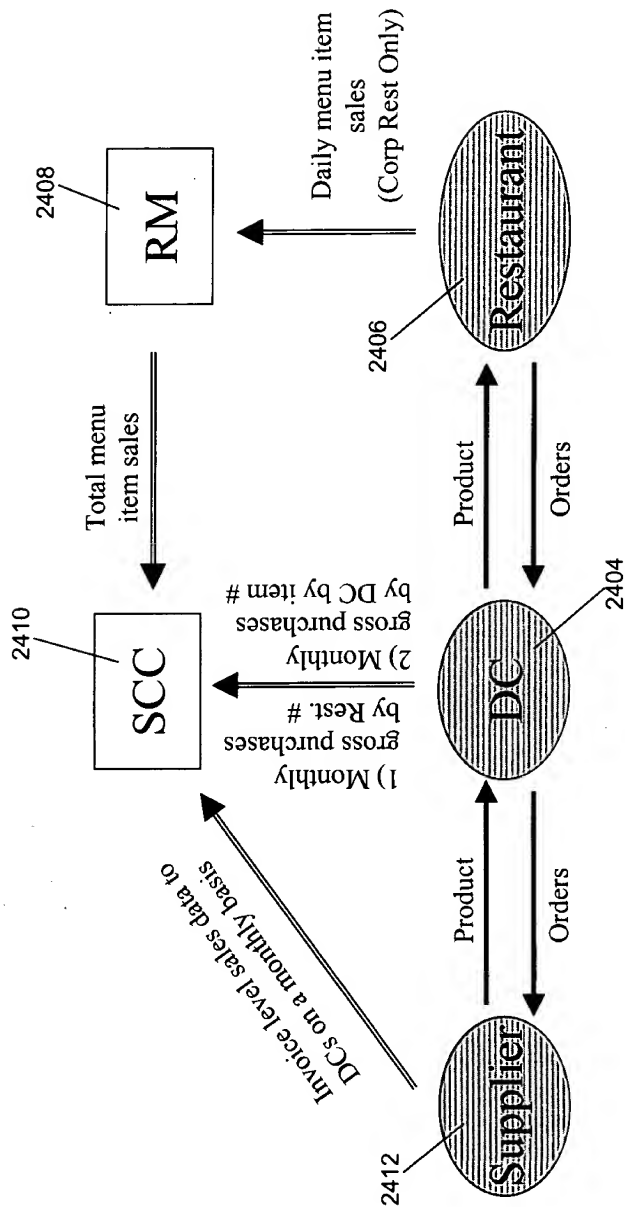


FIG. 25

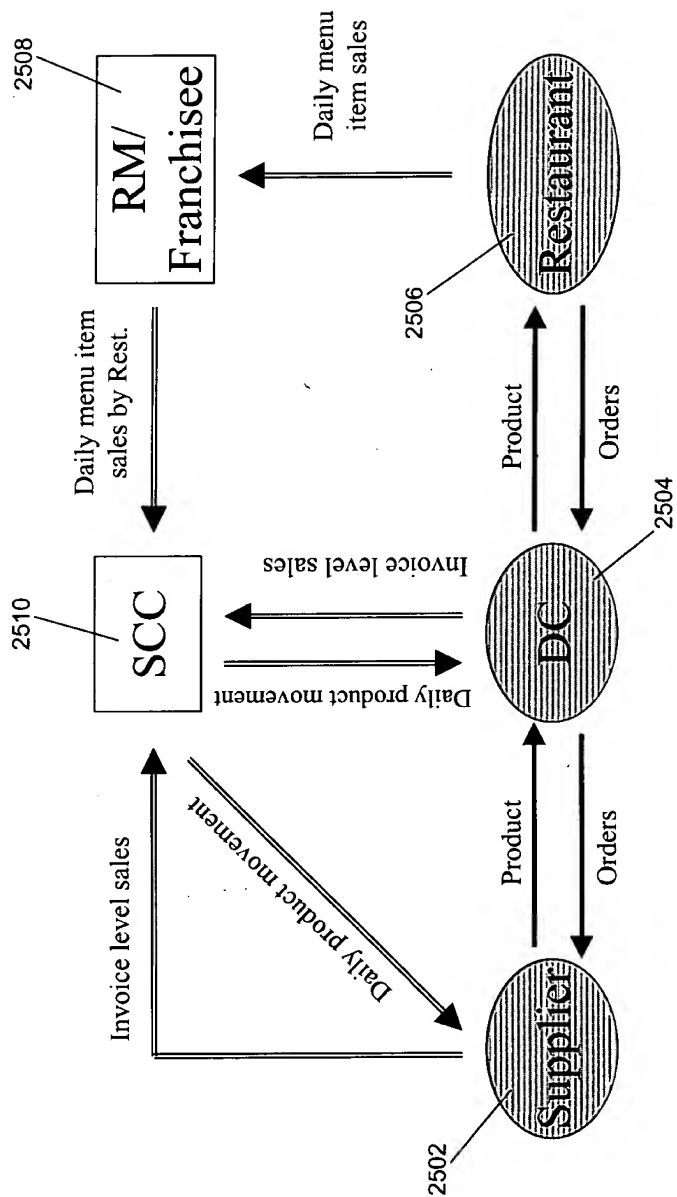


FIG. 26

2600

2602

2604

FIG. 26

Sales Forecast Worksheet - System

Week	History								Forecast							
	Q1	Q2	W-6	W-5	W-4	W-3	W-2	W-1	W+1	W+2	W+3	W+4	W+5	W+6	Q3	Q4
GRP's																
Nin'l Marketing Theme																
Advertising Score																
Local Considerations																
Competition Index																
Weather Index																
Seasonality Index																
Sales History/Forecast Total (\$/store)																
Key Products by Menu Item (units/day/store)																
WHOPPERS	437	327	203	207	193	234	297	282	300	344	358	394	413	409	284	327
WHOPPERS W/CHEESE	208	172	143	140	135	155	196	172	163	172	179	196	206	204	143	164
YWWM WHOPPERS	805	723	701	692	623	760	921	829	900	943	829	912	958	948	707	813
etc.....																
Key Products by Inventory Item (cases/day/store)																
Beef-Whopper 4.0 oz	10.1	8.5	7.3	7.2	6.6	8.0	9.8	8.9	9.5	10.1	9.5	10.4	11.0	10.8	7.9	9.1
Cheese-American Sliced	0.3	0.2	0.2	0.2	0.2	0.2	0.3	0.2	0.2	0.2	0.2	0.3	0.3	0.3	0.2	0.2
Mayo-bulk	2.8	2.4	2.0	2.0	1.9	2.2	2.8	2.5	2.7	2.8	2.7	2.9	3.1	3.0	2.2	2.5
Pickles - Pail	1.8	1.5	1.3	1.3	1.2	1.4	1.7	1.6	1.7	1.8	1.7	1.8	1.9	1.9	1.4	1.6
Wrap Whopper	0.4	0.3	0.3	0.3	0.2	0.3	0.4	0.3	0.3	0.4	0.3	0.4	0.4	0.4	0.3	0.3
Ketchup- Bulk	1.9	1.6	1.4	1.4	1.2	1.5	1.8	1.7	1.8	1.9	1.8	2.0	2.1	2.0	1.5	1.7
Bun-Whopper 5" (dozen)	120.8	101.8	87.3	86.6	79.3	95.8	117.8	106.9	113.6	121.6	113.8	125.2	131.4	130.1	94.5	108.7
Lettuce - shredded	3.4	2.9	2.5	2.4	2.2	2.7	3.3	3.0	3.2	3.4	3.2	3.5	3.7	3.7	2.7	3.1
Tomatoes	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7	4.9	4.9	3.5	4.1
Onions - sliced	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7	4.9	4.9	3.5	4.1
etc...																

2600

2602

2604

202501060

FIG. 27

2700



Promotional Monitor - System & Regional

		History				Week #1							
		W-4	W-3	W-2	W-1	D-1	D-2	D-3	D-4	D-5	D-6	D-7	Total
Total Sales (\$/Store)		\$23,000	\$23,500	\$23,250	\$23,450	\$2,888	\$3,150	\$3,413	\$3,413	\$3,675	\$5,513	\$4,200	\$26,250
Menu Item Sales for Key Products (units/restaurant/week)													
Category	Segment												
Whopper	WHOPPERS	215	211	228	269	32	34	37	37	40	60	46	286
	WHOPPERS W/CHEESE	146	142	148	162	18	20	21	21	23	35	26	165
	YWWM WHOPPERS	699	679	714	813	94	103	111	111	120	180	137	857
Whopper Total		1,060	1,032	1,090	1,244	144	157	170	170	183	275	209	1,309
Variance from Expected (Highlighted Areas are Outside of Expected Range)													
Whopper	WHOPPERS	11.4%	-9.8%	-23.2%	-4.6%	2.3%	3.0%	1.0%	4.0%	11.0%	16.0%	8.0%	6.5%
	WHOPPERS W/CHEESE	8.1%	-8.4%	-24.5%	-5.8%	1.0%	4.0%	1.0%	4.0%	13.0%	14.0%	9.0%	6.6%
	YWWM WHOPPERS	12.2%	-10.7%	-22.5%	-1.9%	3.0%	3.0%	1.0%	5.0%	16.0%	19.0%	7.0%	7.7%
Whopper Total		10.6%	-9.6%	-23.4%	-4.1%	2.1%	3.3%	1.0%	4.3%	13.3%	16.3%	8.0%	6.9%

2702



2830

GENERATING DATA AT A PLURALITY OF STORES OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO AN ORDERING OF GOODS REQUIRED BY THE STORES

2832

TAGGING THE DATA WITH A NUMERIC GOODS IDENTIFIER COMMON TO A PLURALITY OF DIFFERENT SUPPLY CHAIN PARTICIPANTS

2834

COMMUNICATING THE DATA AND THE NUMERIC GOODS IDENTIFIER TO AT LEAST ONE OF THE SUPPLY CHAIN PARTICIPANTS UTILIZING THE NETWORK, WHEREIN THE AT LEAST ONE SUPPLY CHAIN PARTICIPANT IS CAPABLE OF USING THE DATA AND THE NUMERIC GOODS IDENTIFIER FOR FULFILLMENT OF THE ORDER

2836

FIG. 28

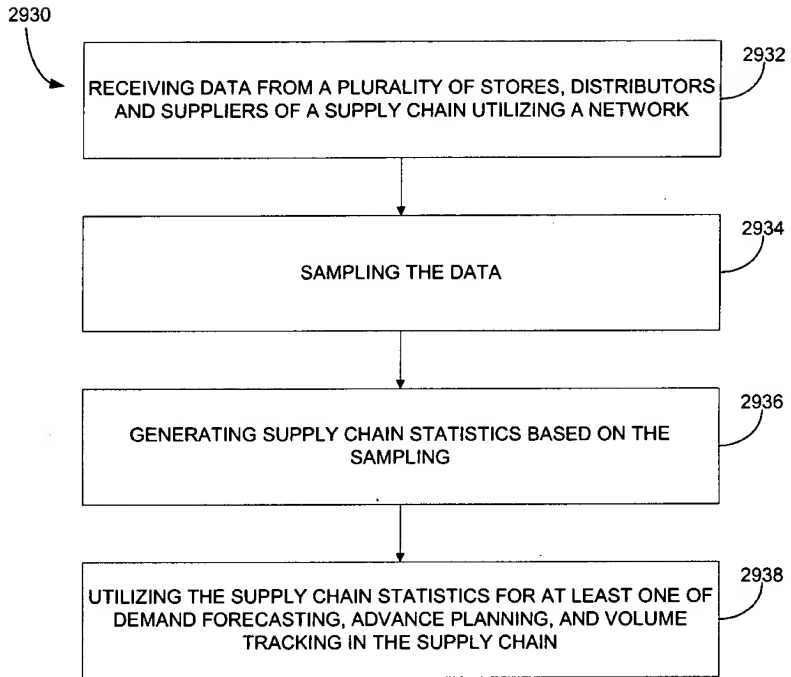


FIG. 29

3000

Time Period (Month/Yr): Jun-00

Total Cases Ordered:	65712
----------------------	-------

Operations:	Warehouse Outs	Damages	MisPicks	Short on Truck	Overlooked and Not Returned	Total Operations
Cases:	154	68	62	284		568
Percent	0.23%	0.10%	0.09%	0.43%	0.00%	0.86%

3002

Purchasing:	Out of Stocks	Substitutions	Out of Code	Total Purchasing
Cases:	990	70		1060
Percent:	1.51%	0.11%	0.00%	1.61%

3004

Distribution Center Total:	Cases	Percent
Operations:	568	0.86%
Purchasing:	1060	1.61%
Grand Total:	1628	2.48%

Delivery Order Fill Rate:	97.52%
----------------------------------	---------------

FIG. 30

Total # of Deliveries:	1232
# of On-Time Deliveries:	
On-Time Delivery Rate:	0.00%

Total # of Deliveries:	1232
Total # of Perfect Orders:	725
Perfect Order Rate:	58.85%

3100

Alliant - Monthly DC Data Feed Performance August 2000 Mock Report

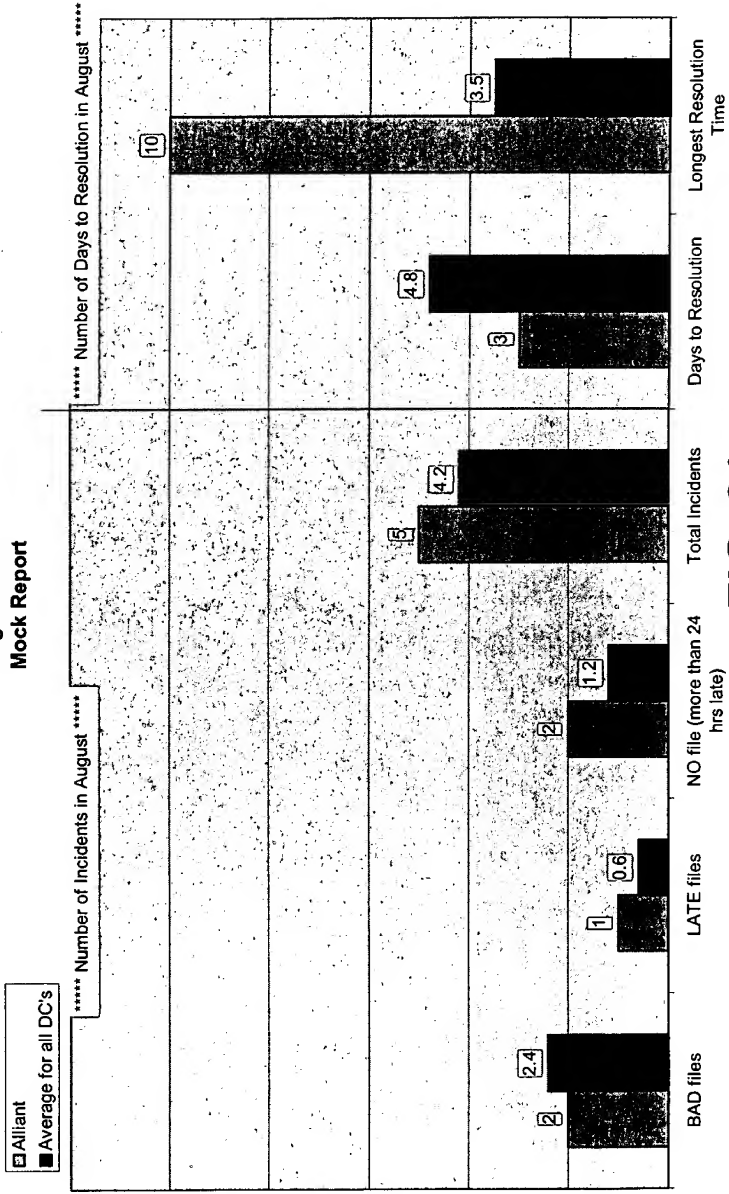


FIG. 31

FIG. 32



Service Level Reporting

August

3200

	Fill Rate	On - Time	Perfect Order
Alliant Educare	99.14%		
Alliant Elopoka			
Alliant Wixom	99.05%		
King Atlanta	99.34%		78.70%
King Jacksonville			
King Louisville			
Maines 329 Condon	99.41%		79.25%
Maines 301 Cleveland			
Maines Long Island	99.41%		
Maines New England			79.53%
MBM Fullerton	98.13%		#DIV/0!
MBM Louisville			#DIV/0!
MBM Orlando			#DIV/0!
MBM Rocky Mount	99.13%		
McCabe's			
McLanahan Truck	#DIV/0!	#DIV/0!	#DIV/0!
Nicholas & Co.			
PFD Supply	98.16%		
PEG Victoria	99.42%	#DIV/0!	
PVA Monarch	99.20%		
Reinhart Cedar Rapids	98.05%		
Reinhart Oak Creek	99.31%		
Reinhart Rogers			
Restaurants NW	99.03%		
Shamrock Commerce City			
Shamrock Phoenix	98.61%		
Symantec Harrisburg			
Symantec Stockton			
Sysco			

	Fill Rate	On - Time	Perfect Order
BKC Min	98.50%	90.00%	78.00%
RSI Min	98.50%	90.00%	80.00%

OK
Didn't meet RSI Min.
Didn't meet BK Min.

FIG. 32

FIG. 33

3300

Vendor: XYZ Company

Time Period: Aug-00

3300

Delivery Statistics:

DC Requested Lead-Time	4
DC Adherence to Lead-Time	95%
Days Delivery Late	1.7
On-Time Delivery Percentage	95%
Hours Delivery Late	0.93

Invoice, Payment and Pricing:

Days for Payment	12
Monthly FOB Variance	\$ 30,152
Monthly Freight Variance	\$ 3,594
Monthly Total Variance	\$ 33,746

Invoice Accuracy:

Invoice Fill Rate	97.25%
PO Accepted Rate	99.00%
Perfect Order Percentage	92.34%

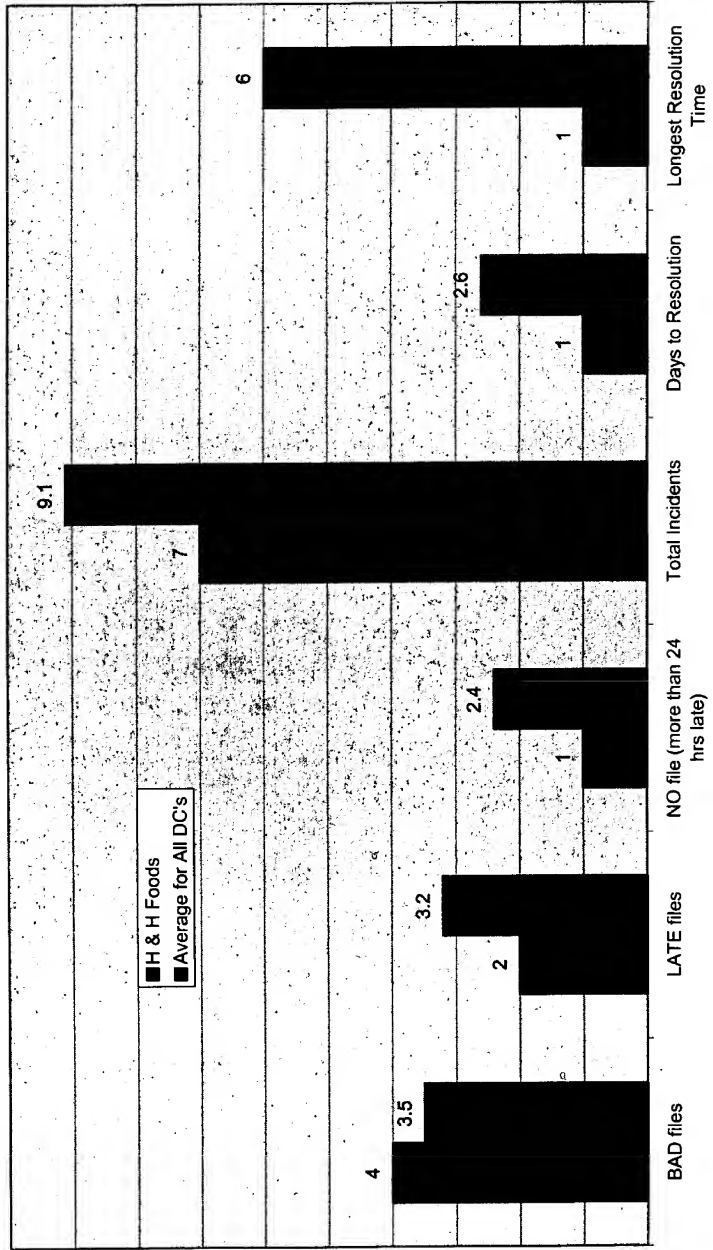
Inventory Management:

Average Days On Hand	
SKU #1	19
SKU #2	22
Max Days On Hand	
SKU #1	40
SKU #2	32
Monthly Carrying Cost	
SKU #1	\$ 42,513
SKU #2	\$ 12,589
Average as % FOB	1.25%

FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance
August 2000
Mock Report

3400 →



FOODS-CH2ST600



3500

FIG. 35

Service Level Reporting
November - Mock Report

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
GOODIES			
GOMARKINSTRUMENTS INC			
WHITE FORD FOODS INC			
LEPAGE BAKERY/COUNTRY KITCHEN			
NGR SYSTEM MEDIA			
SIGNATURE MEATS GROUP			
SCHWEBER BAKING CO			
MAUI GUIP			
WIRAPLASTICS			
DIXIE PRODUCE & PACKAGING			
NORTLAKE INC			
FORT JAMES OPERATING COMPANY			
FRESH ADVANTAGE KG			
SILVER KING MEAT CORP			
INSON FOODS			
READY ACCESS			
GEORGIA PAC TISSUE			
CLOUCHERY PACKING			
BEVERAGE AIR			
COMPONENT HARDWARE GROUP INC			
COCA COLA USA			
TOASTMASTER			
GRANIT COUNTY FOODS			
FRESH EXPRESS			
TAYLOR FARMS			
MODULAR DISPENSING SYSTEM			
CENTURY PRODUCTIONS LLC			
ROSE PACKING COMPANY			

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
RSI Min	\$5,000.00	92.00%	3.00%

OK
Didn't meet RSI Min.

FOOD COST INDEX

3600

Mock Report/1

	FY01	Oct-00	Nov-00	Dec-00	Jan-01	Feb-01	Mar-01	Apr-01	May-01
--	------	--------	--------	--------	--------	--------	--------	--------	--------

Food Cost Index

Plan	99.75	99.69	99.20	98.63	100.33	100.49	101.12	100.44	99.92
Actual		99.10	98.90						
Variance		0.59	0.30						
Good/(Bad)									

Total Dollar Purchases (in Millions) /2

Plan	\$2,237.24	\$183.98	\$182.73	\$184.54	\$187.33	\$187.03	\$189.14	\$187.47	\$186.83
Actual		\$182.84	\$182.08						
Variance		\$1.14	\$0.65						
Good/(Bad)		0.6%	0.4%						

/1 Includes on food cost index items.

/2 Based on FY 99 Sales Volumes

FIG. 36

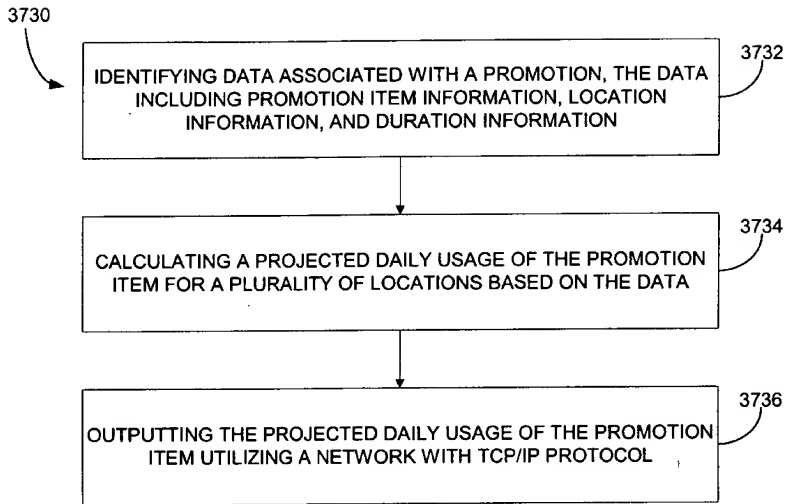


FIG. 37

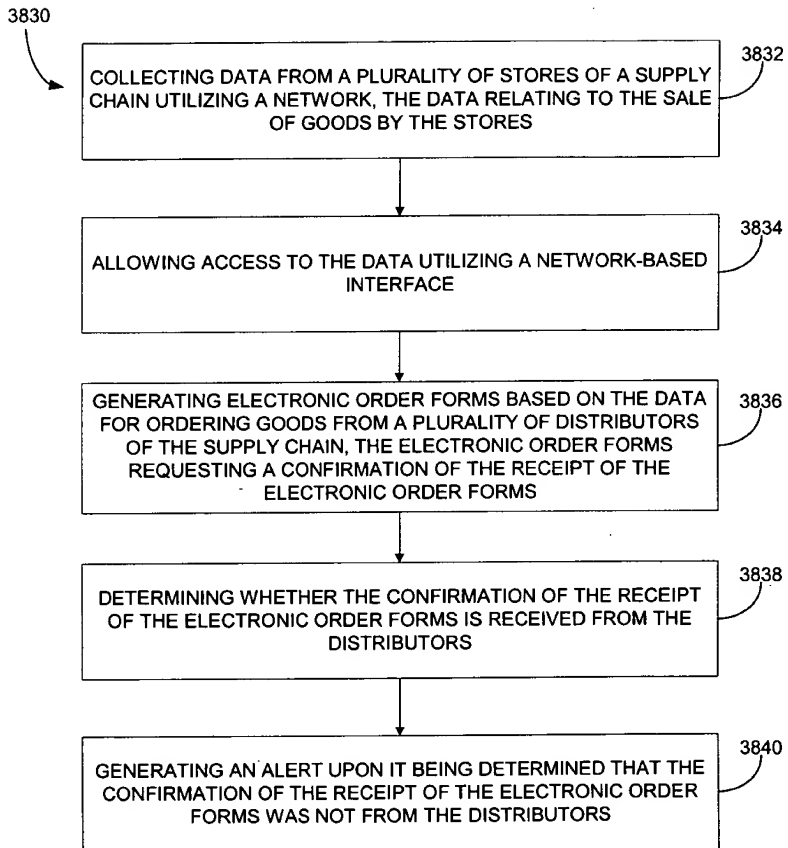


FIG. 38

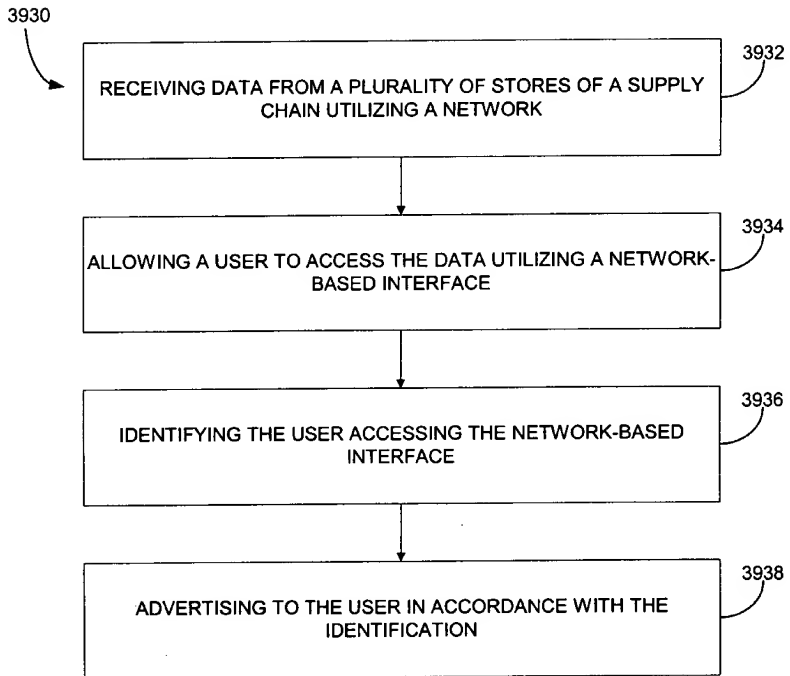


FIG. 39

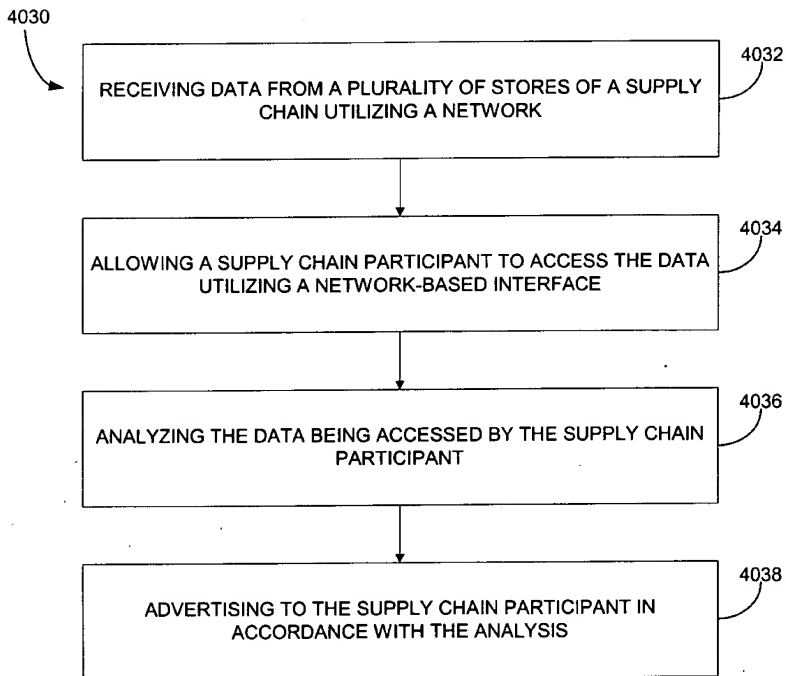


FIG. 40

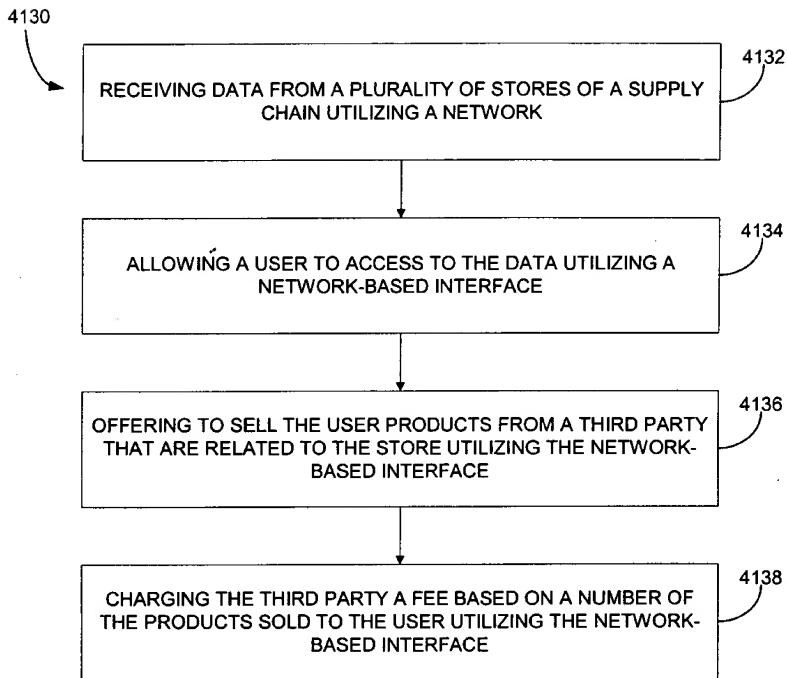


FIG. 41

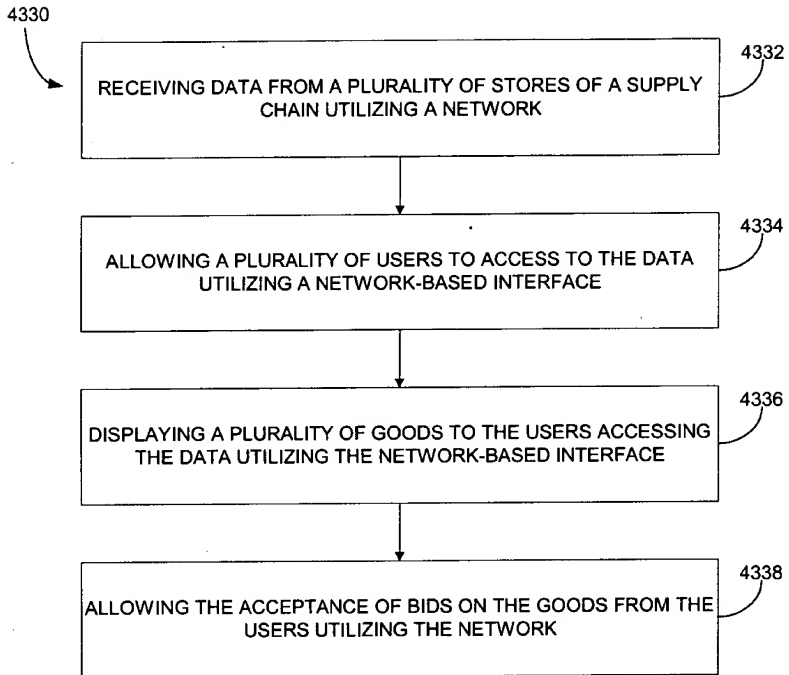


FIG. 43A

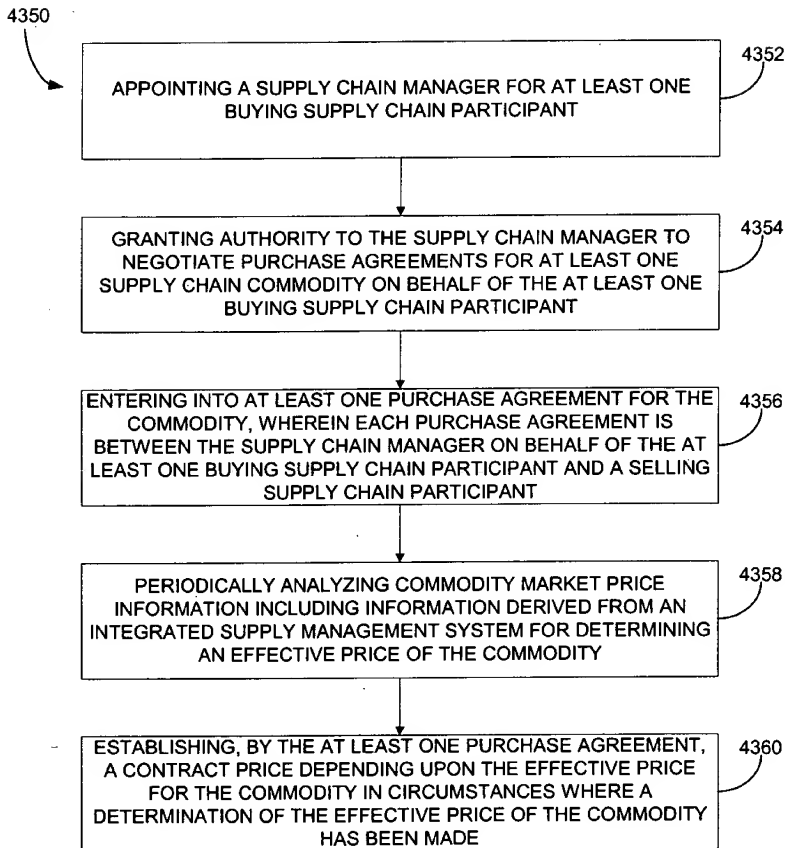


FIG. 43B

4370

APPOINTING A SUPPLY CHAIN MANAGER FOR A BUYING SUPPLY CHAIN PARTICIPANT

4372

GRANTING AUTHORITY TO THE SUPPLY CHAIN MANAGER TO NEGOTIATE SUPPLY AGREEMENTS BETWEEN A SELLING SUPPLY CHAIN PARTICIPANT AND THE SUPPLY CHAIN MANAGER ON BEHALF OF THE BUYING SUPPLY CHAIN PARTICIPANT

4374

ENTERING INTO THE SUPPLY AGREEMENT, WHEREIN THE SUPPLY AGREEMENT HAS PROVISIONS INCLUDING I) ESTABLISHING A CONTRACT PRICE FOR THE GOOD, AND II) REQUIRING THE SELLING SUPPLY CHAIN PARTICIPANT TO BILL THE BUYING SUPPLY CHAIN PARTICIPANT AT AN INVOICE PRICE TO BE DETERMINED BY THE SUPPLY CHAIN MANAGER

4376

ESTABLISHING AN INVOICE PRICE FOR THE GOOD AT VARIOUS TIMES DURING THE TERM OF THE SUPPLY AGREEMENT

4378

FIG. 43C

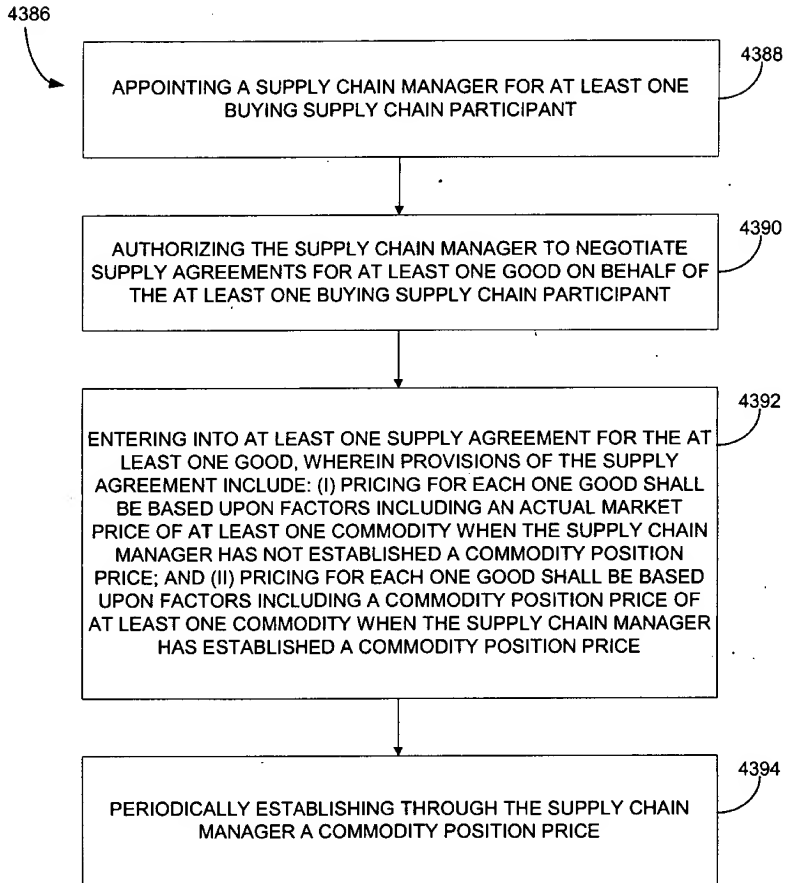


FIG. 43D

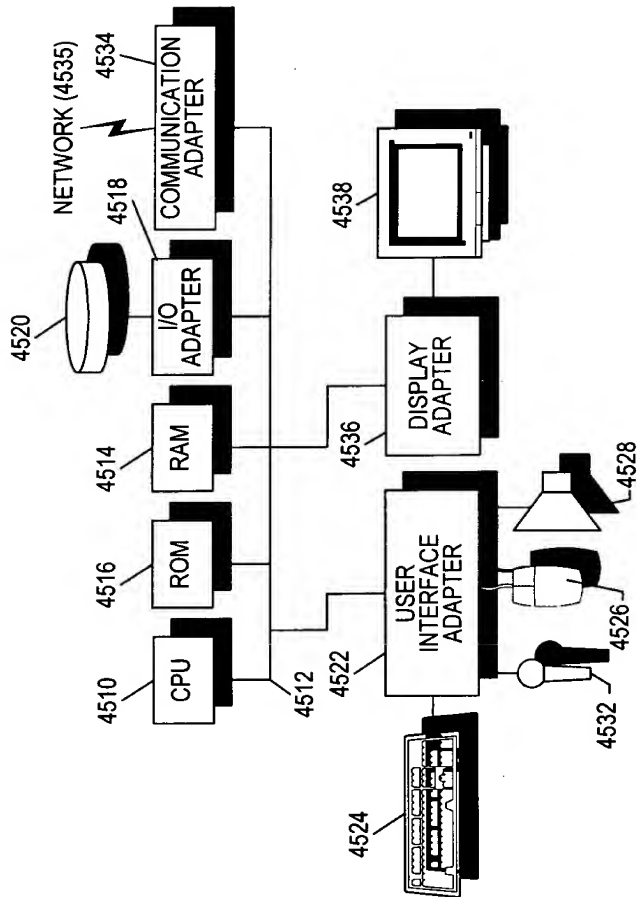


FIG. 45

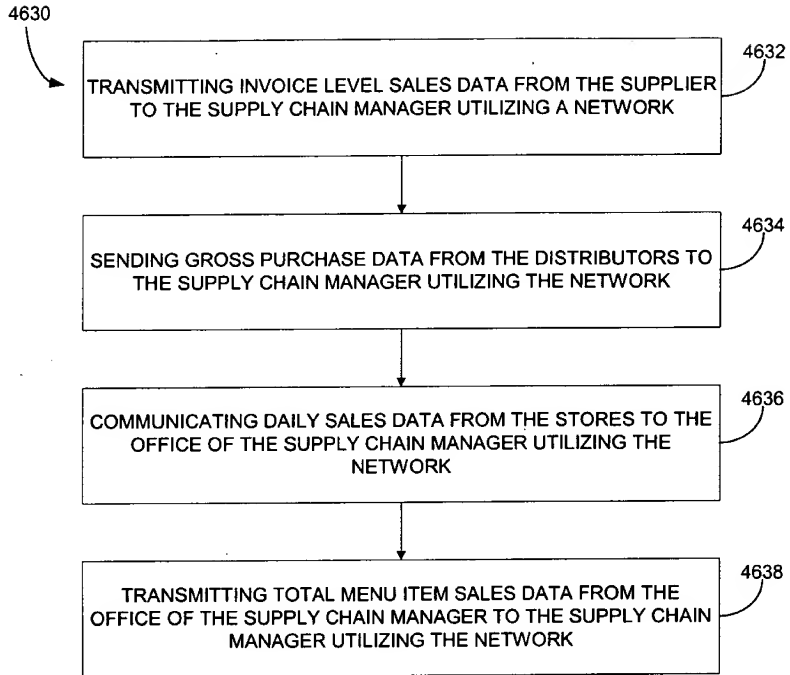


FIG. 46

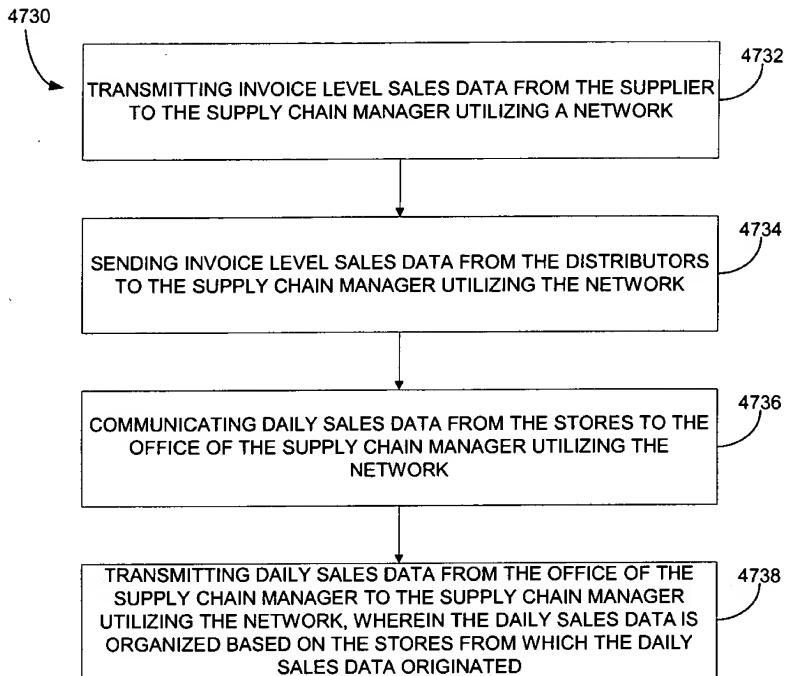


FIG. 47

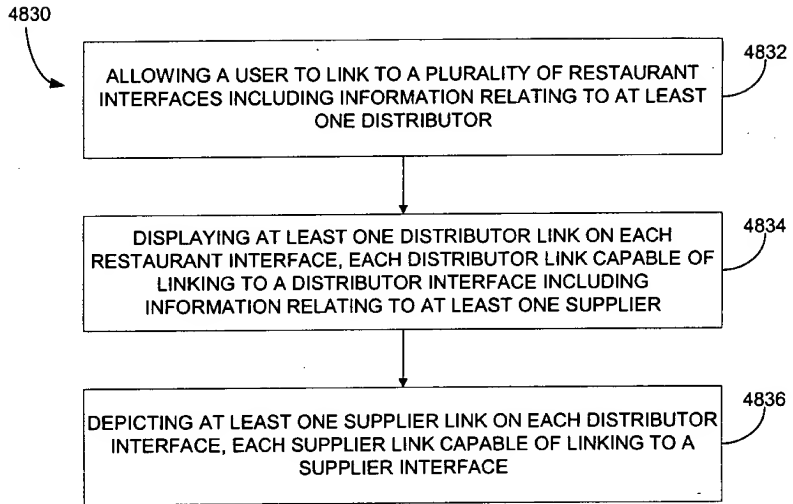


FIG. 48

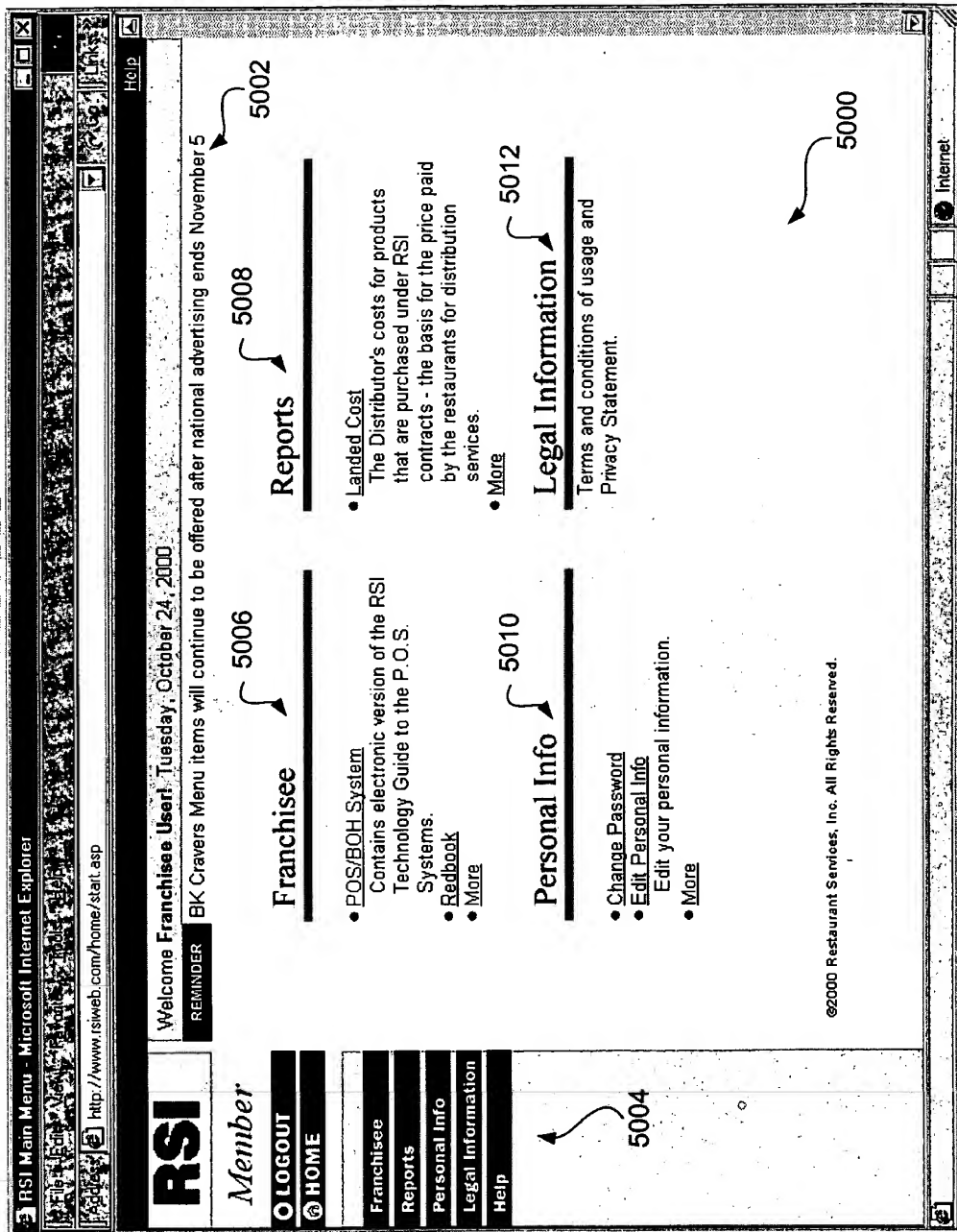


FIG. 50

```
graph TD; 5130[5130] --> 5132[RECEIVING DATA FROM A PLURALITY OF STORES OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO AN AMOUNT OF GOODS SOLD BY THE STORES]; 5132 --> 5134[AGGREGATING THE DATA IN A DATABASE]; 5134 --> 5136[RECEIVING A REQUEST FROM A SUPPLIER, THE REQUEST INCLUDING A PLURALITY OF SUPPLIER PARAMETERS]; 5136 --> 5138[EXTRACTING INFORMATION FROM THE DATABASE RELEVANT TO THE SUPPLIER PARAMETERS IN RESPONSE TO THE REQUEST]; 5138 --> 5140[TRANSMITTING THE INFORMATION FROM THE DATABASE TO THE SUPPLIER UTILIZING THE NETWORK]; 5140 --> 5142[ADJUSTING A SUPPLY OF RAW MATERIALS FROM WHICH THE GOODS ARE PRODUCED BASED ON THE INFORMATION];
```

5130

RECEIVING DATA FROM A PLURALITY OF STORES OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO AN AMOUNT OF GOODS SOLD BY THE STORES

5132

AGGREGATING THE DATA IN A DATABASE

5134

RECEIVING A REQUEST FROM A SUPPLIER, THE REQUEST INCLUDING A PLURALITY OF SUPPLIER PARAMETERS

5136

EXTRACTING INFORMATION FROM THE DATABASE RELEVANT TO THE SUPPLIER PARAMETERS IN RESPONSE TO THE REQUEST

5138

TRANSMITTING THE INFORMATION FROM THE DATABASE TO THE SUPPLIER UTILIZING THE NETWORK

5140

ADJUSTING A SUPPLY OF RAW MATERIALS FROM WHICH THE GOODS ARE PRODUCED BASED ON THE INFORMATION

5142

FIG. 51

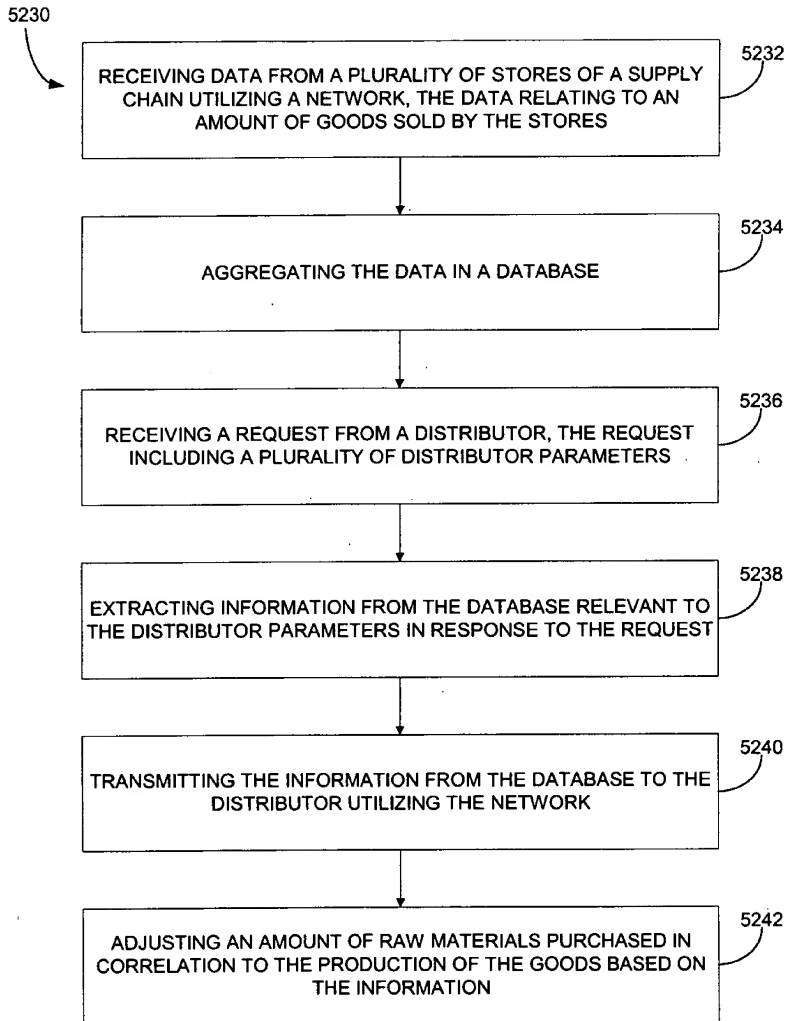


FIG. 52

FOE2EO" 6429T860

POS Implied Daily Usage - Distributor - Microsoft Internet Explorer

http://www.rsiweb.com/dc/d_rposdaily.asp

RSI

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Help

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POS Implied Daily Usage - Distributor
Tuesday, October 24, 2000

5300

Distribution Company: REINHART FOODSERVICE
Distribution Center: REINHART - CEDAR RAPIDS, IA

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DC Item #		Item Description	% Chg 14 Day Avg	14 Day Rolling (Total Cases)														Week Ending Total								
				10/20	10/21	10/22	10/23	10/24	10/25	10/26	10/27	10/28	10/29	10/30	10/31	10/10	10/11	10/12	10/13	10/14	10/15	10/16	10/17	10/18	10/19	
Number of Restaurants Served by DC				200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200
18986	SAUCE: BBQ BULK	0.00%	13	21	23	18	16	16	16	14	21	15	13	13	109	99	80	72	109	102	925	918	1019	1019	1019	
20788	MUSTARD: BULK BK	0.00%	12	19	20	16	14	14	13	14	19	18	15	14	110	104	104	100	1184	1148	1142	1109	1184	1184	1184	
24340	MAYONNAISE: BULK	0.00%	134	197	211	173	160	154	163	160	208	175	165	161	186	179	188	178	186	179	188	178	186	186	186	
24866	7.75" BK	0.00%	21	33	34	27	25	24	24	24	34	27	24	24	186	179	188	178	186	179	188	178	186	186	186	
26318	FOUR: WRAPPED	0.00%	10	11	12	10	9	9	9	11	12	11	10	9	70	71	58	58	186	179	188	178	186	186	186	
25462	KNIFE: WRAPPED	0.00%	3	3	3	3	2	2	2	3	3	3	2	2	18	15	8	9	186	179	188	178	186	186	186	
27682	KETCHUP: BULK BAG	0.00%	89	134	142	115	104	102	101	100	139	136	115	108	790	771	776	743	186	179	188	178	186	186	186	
27690	KETCHUP: PACKETS	0.00%	127	194	205	180	143	142	139	144	197	180	142	140	1112	1070	1078	1044	186	179	188	178	186	186	186	
	10g BK	0.00%																								

Done

FIG. 53

RSI

Distributor

O LOGOUT

HOME

Reports

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REINHART - CEDAR RAPIDS, IA
Local Promotion Summary by DC
Tuesday, October 24, 2000

5400

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Local Promotion Option	AOI	Start Date	Projected City Usage	Duration (In Weeks)	Participating Rest Count	Non-Participating Restaurants
32 oz. Motor Cup	Chicago, IL	5/1/00	85	99	8	
	Davenport-Rt-Moline, IA	6/1/00	85	32	17	
	Des Moines-Ames, IA	7/10/00	85	17	28	
	Omaha, NE	7/10/00	85	17	60	
	Peoria, IL	6/1/00	85	99	17	
	Sioux City, IA	5/28/00	85	99	10	
	Springfield-Decatur-Chmpg, IL	6/1/00	85	99	1	
32 oz. Motor Cup Total					131	
Big King	Cedar Rapids-Waterloo-Dubuq, IA	4/15/00	20	99	18	
	Davenport-Rt-Moline, IA	4/15/00	20	99	17	
	Churmas-Kieserille, IA	4/15/00	20	99	3	
Big King Total					38	
Pancake Minis	Chicago, IL	5/15/00	20	99	8	
	Peoria, IL	5/1/00	20	99	17	
	Sioux City, IA	4/15/00	20	99	10	
Pancake Minis Total					35	

POS Implied Daily Usage • Supplier - Microsoft Internet Explorer

Address: http://www.rsiweb.com/supplier/s_rptosdaily.asp?report=true

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POS Implied Daily Usage - Supplier

Supplier:



TYSON FOODS

Retriever

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POS Implied Daily Usage - Supplier
Tuesday, October 24, 2000

Supplier: TYSON FOODS

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[illegible]

☒ Done

Internet

FIG. 55

ISE

Member

LOGOUT

GLOBE HOME

Franchisee

Reports

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Help

Landed Cost Report

5600

Restaurant Number:

0003473

Date:

Retrieve

Printer Friendly Version Restaurant Landed Cost Verification Report

Report Date: Sunday, October 22, 2000

Restaurant Number: 0003473

Distribution Center: REINHART - CEDAR RAPIDS, IA

Report Contact: Robert Harris

Contact Number: 305-529-3409

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DC Item No.	RSI Item No.	RSI Item Description	DC Cost	Make-Up	Rest Cost
10340	4439	REGISTER TAPE-THERMAL 2.25" X 105'	\$21.27	\$1.57	\$22.84
12880	3586	SUGAR SUBSTITUTE-PINK PKT 2000 CT	\$9.87	\$1.57	\$7.44
18688	389	SAUCE-BULK-KRAFT BULLSEYE	\$24.48	\$1.57	\$28.05
18432	4473	COFFEE-FOLGERS REGULAR	\$44.50	\$1.57	\$46.07
20788	87	MUSTARD-BULK 3 GAL	\$6.45	\$1.57	\$8.02
20940	4281	WRAP-LOCAL OPTION	\$29.78	\$1.57	\$31.35
24340	68	SAUCE-BULK MAYONNAISE	\$7.81	\$1.57	\$9.38
24600	4270	WATER-ICE MOUNTAIN .5L	\$6.41	\$1.57	\$7.98

Let's Done

Internet

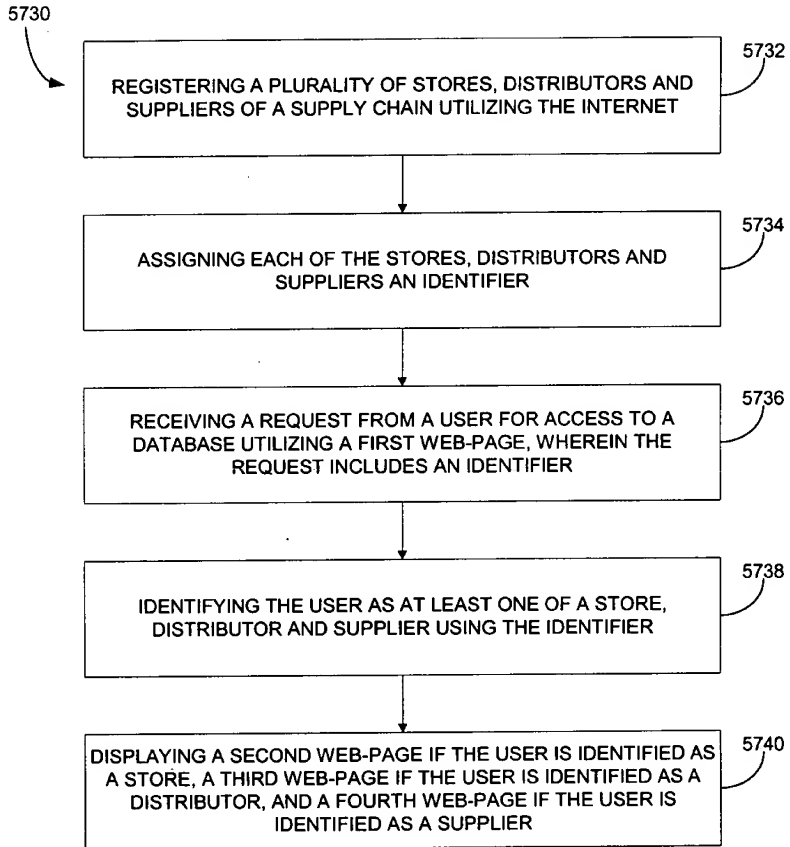


FIG. 57

FOE2ED" 6429T86D

5802

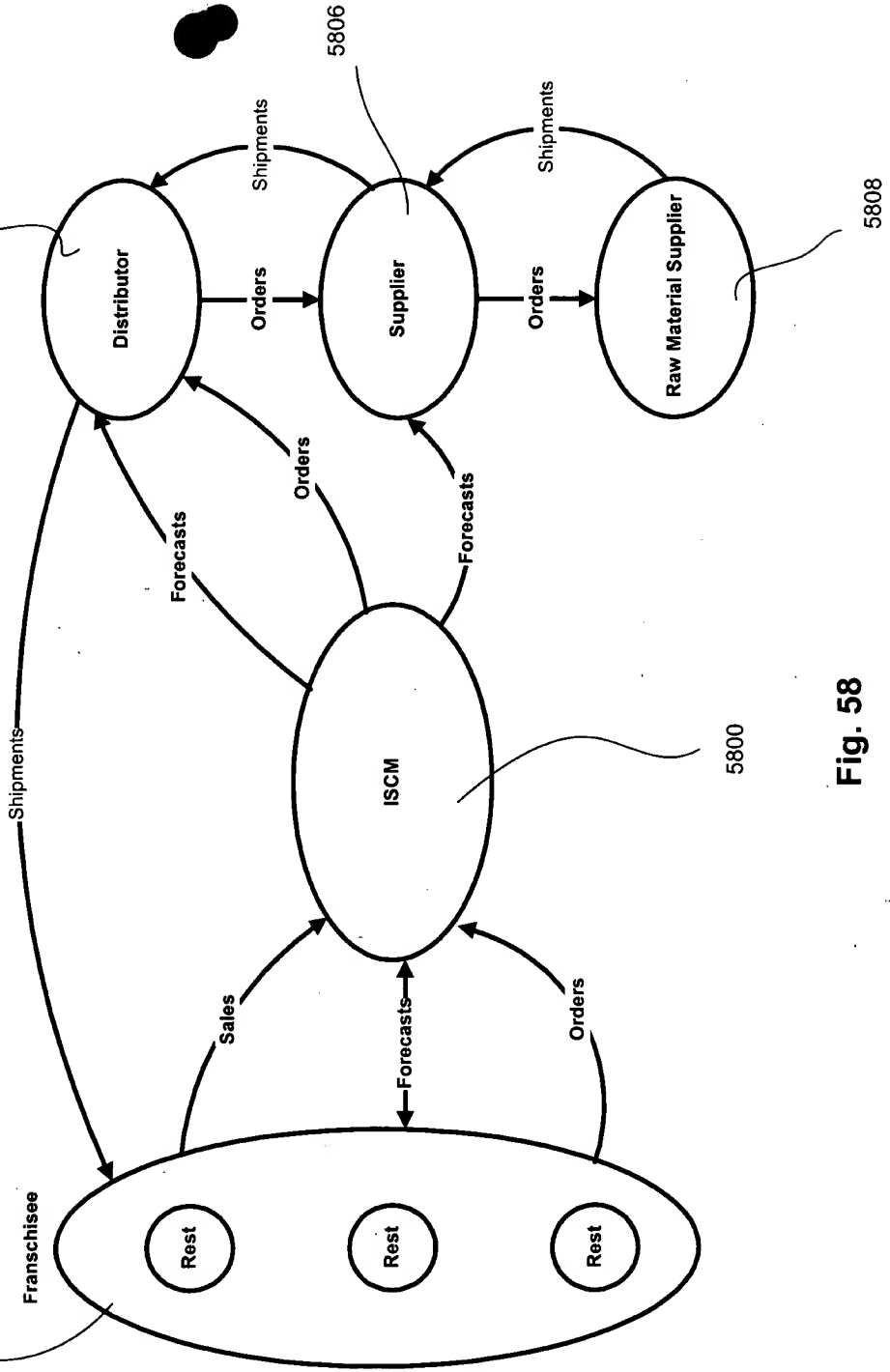


Fig. 58

09816249-032301

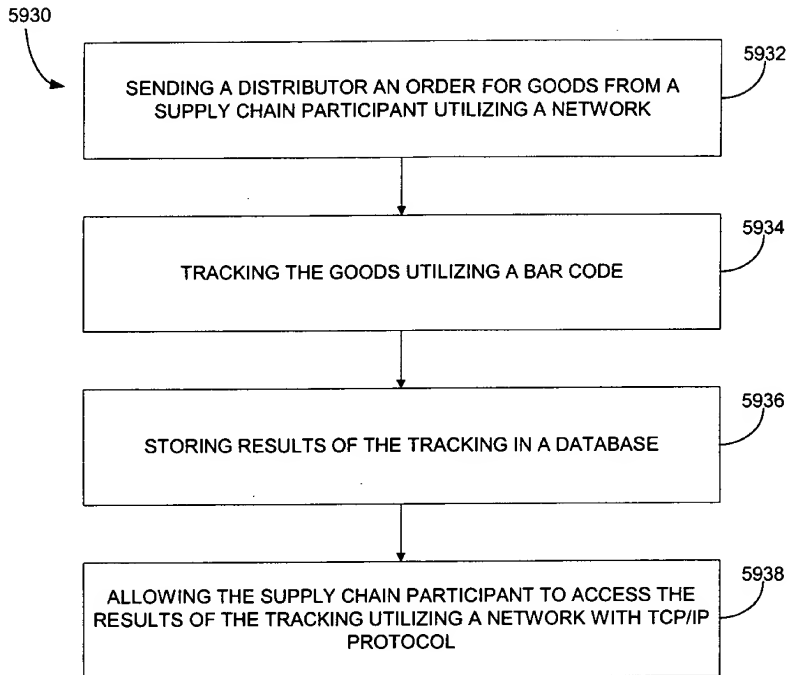


FIG. 59

FOEED" 6429T860

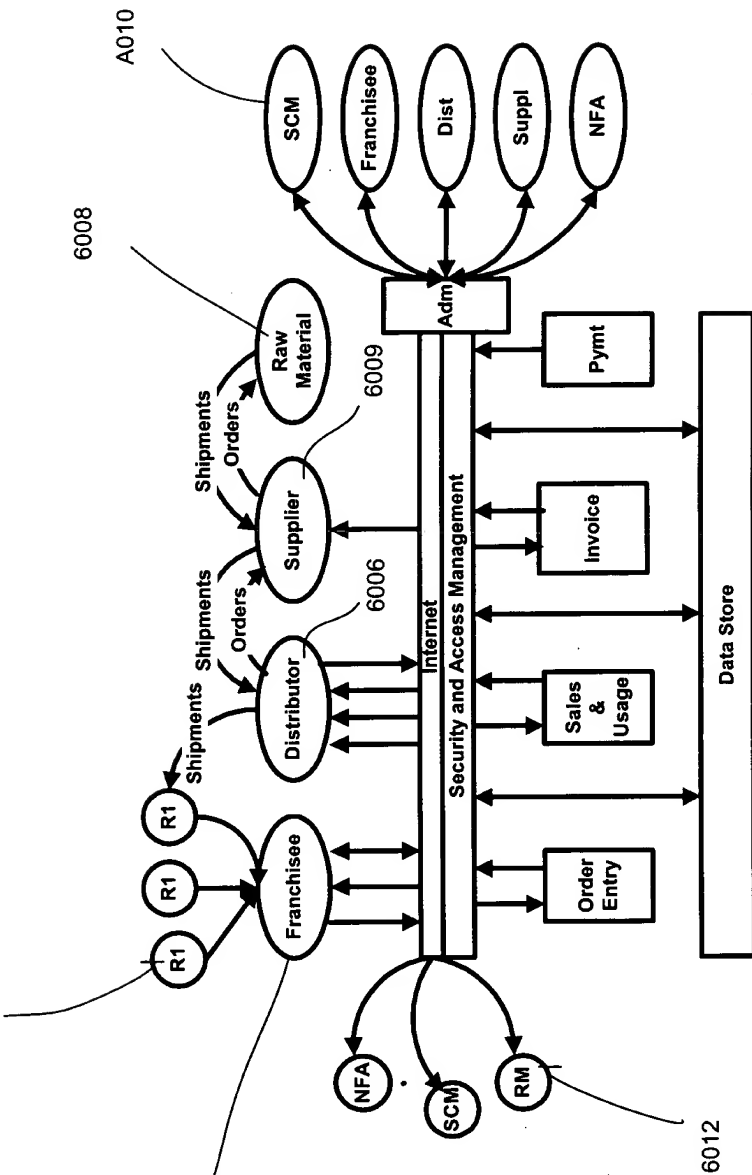


Fig. 60

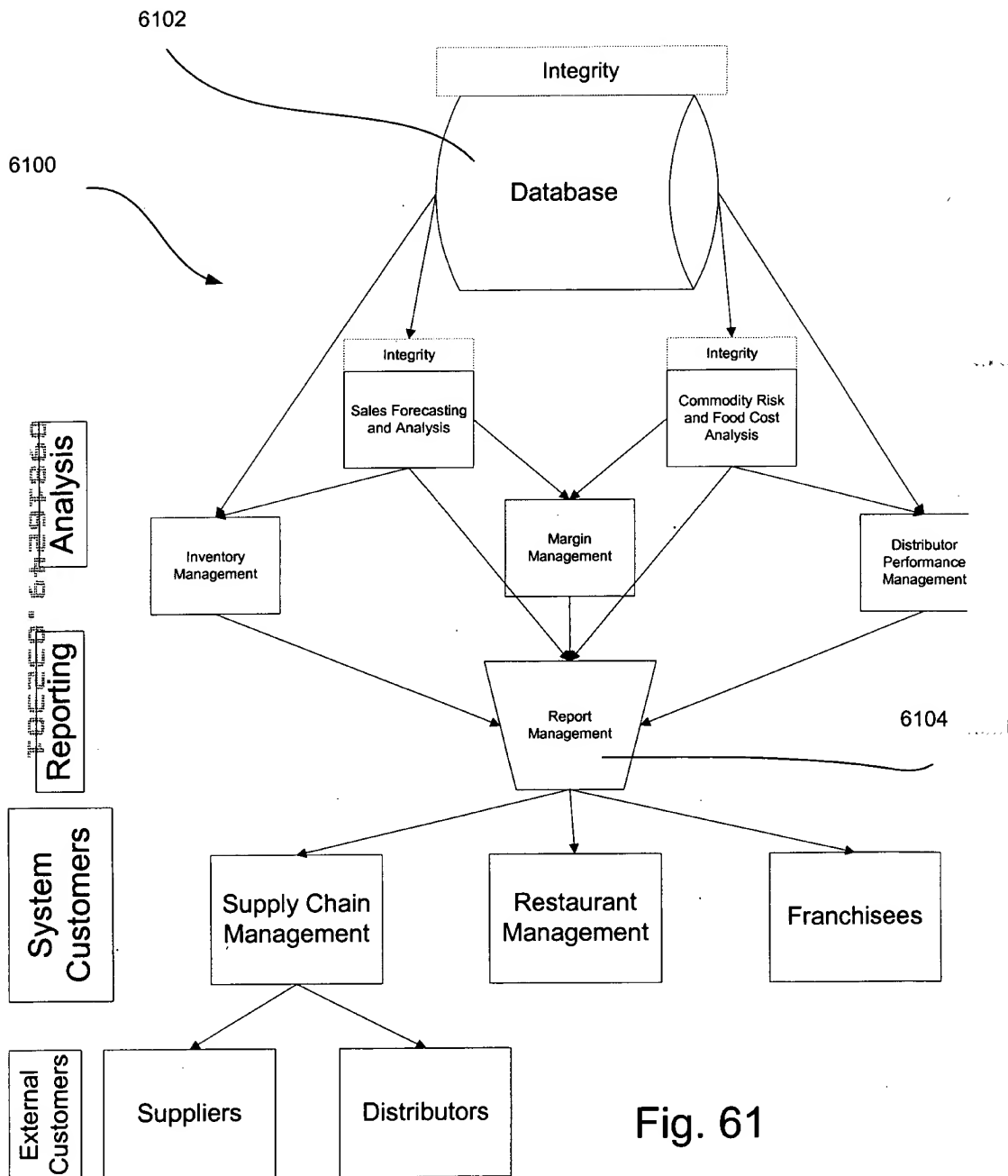


Fig. 61

00016249-032301

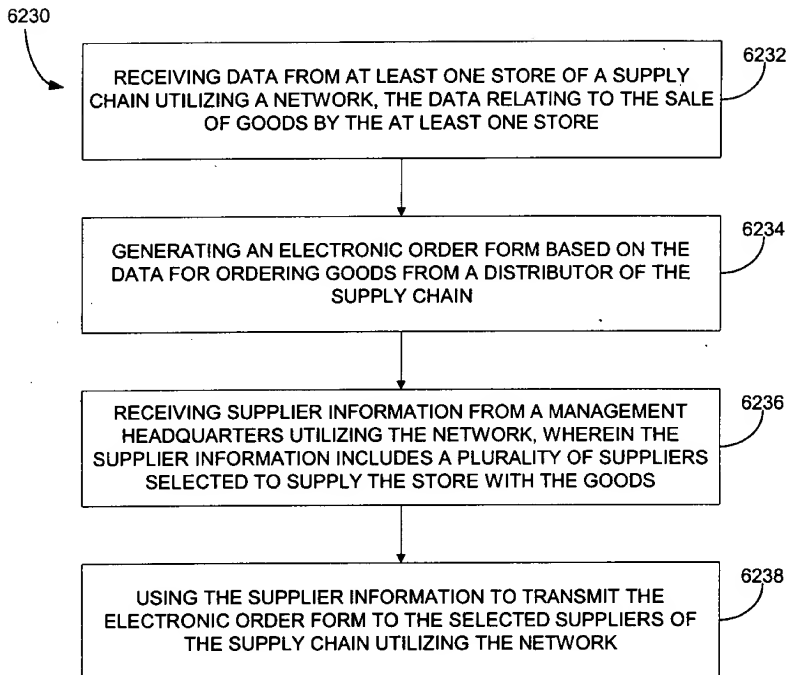


FIG. 62

6300

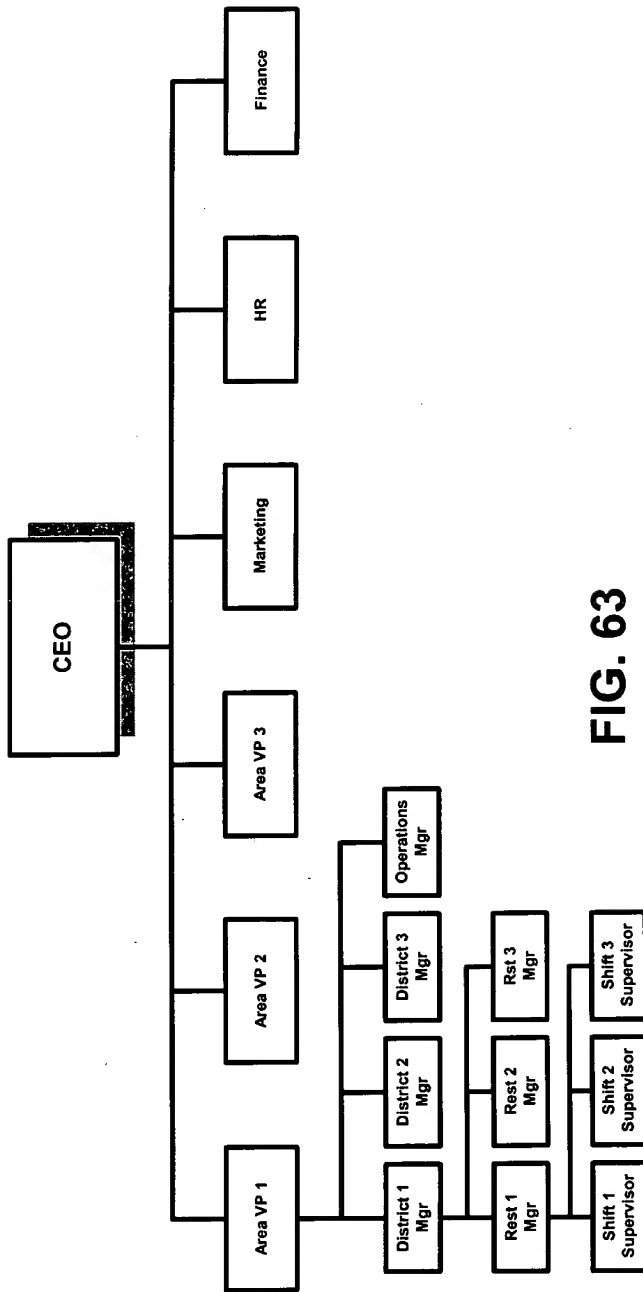


FIG. 63

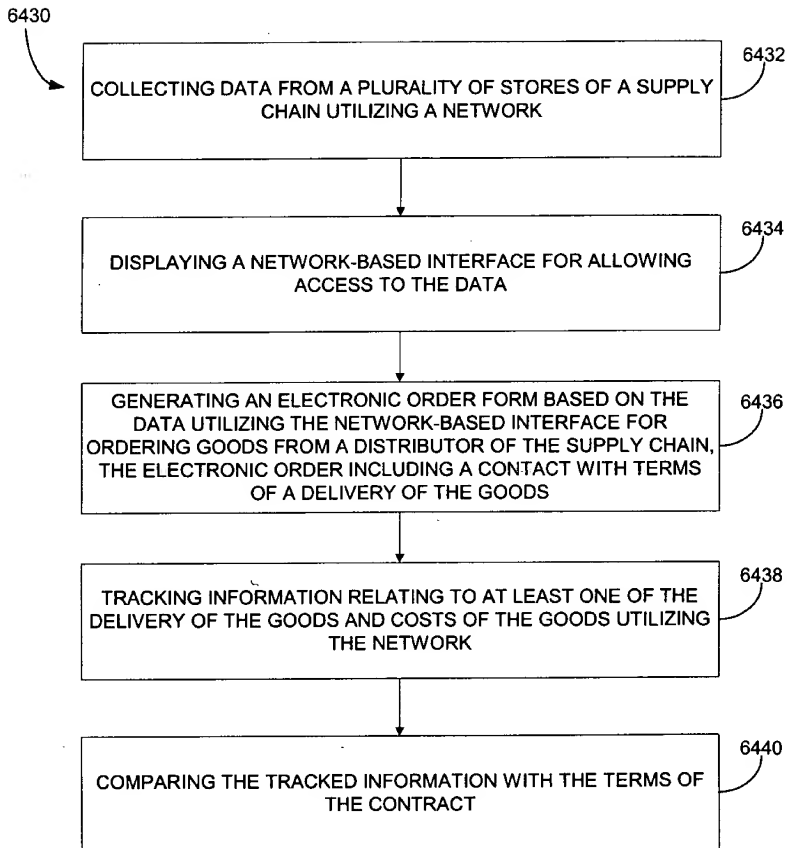


FIG. 64

09816249-032301

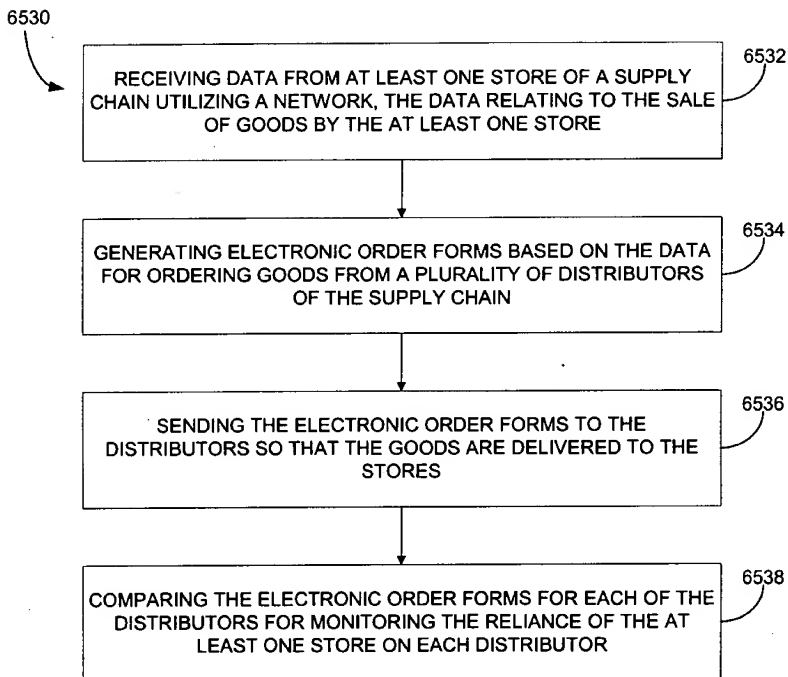


FIG. 65

09816249 032301

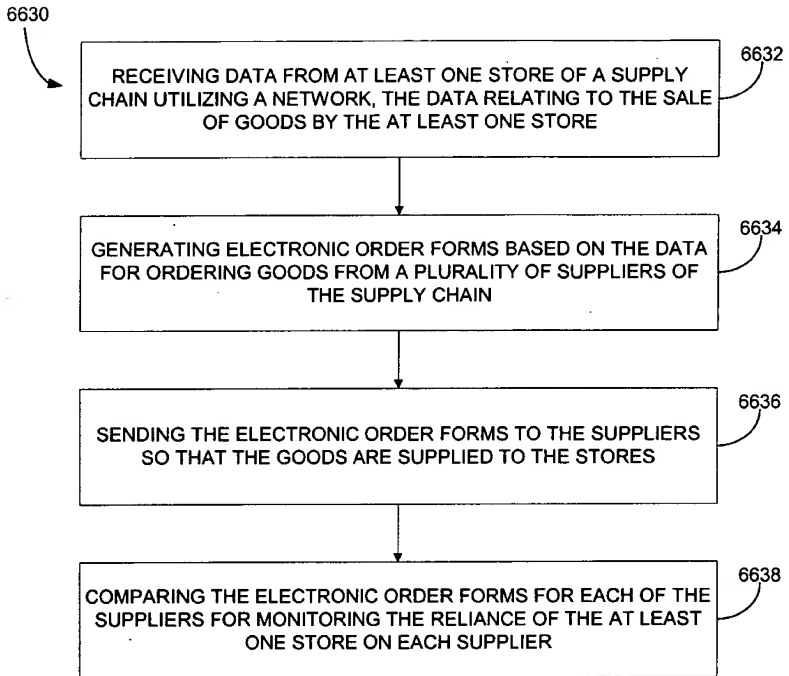


FIG. 66

00016249.032301

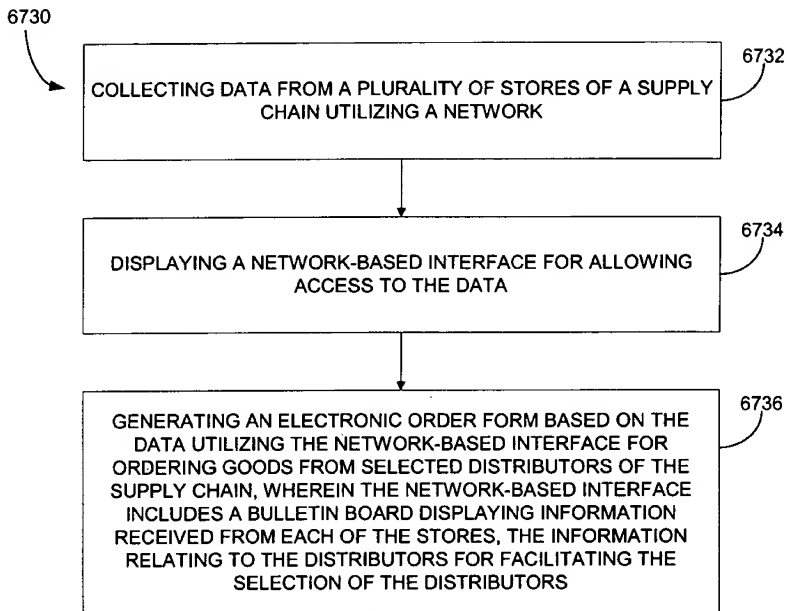


FIG. 67

09816249.032301

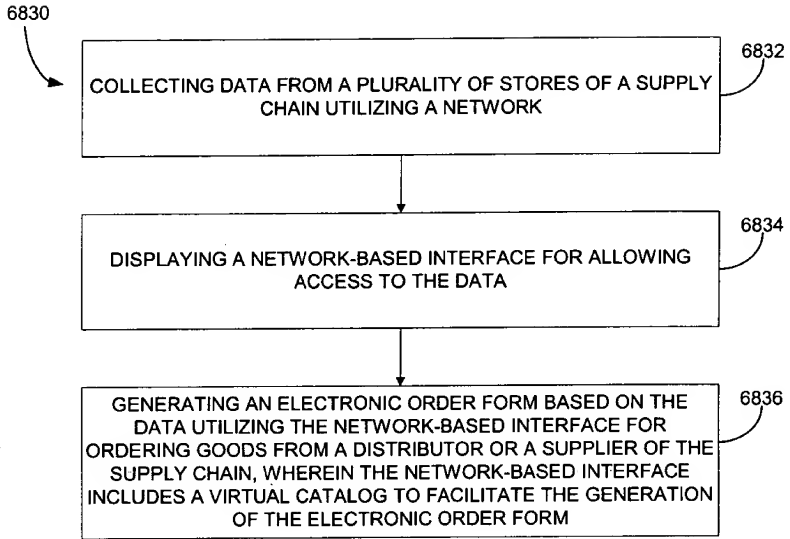


FIG. 68

6900

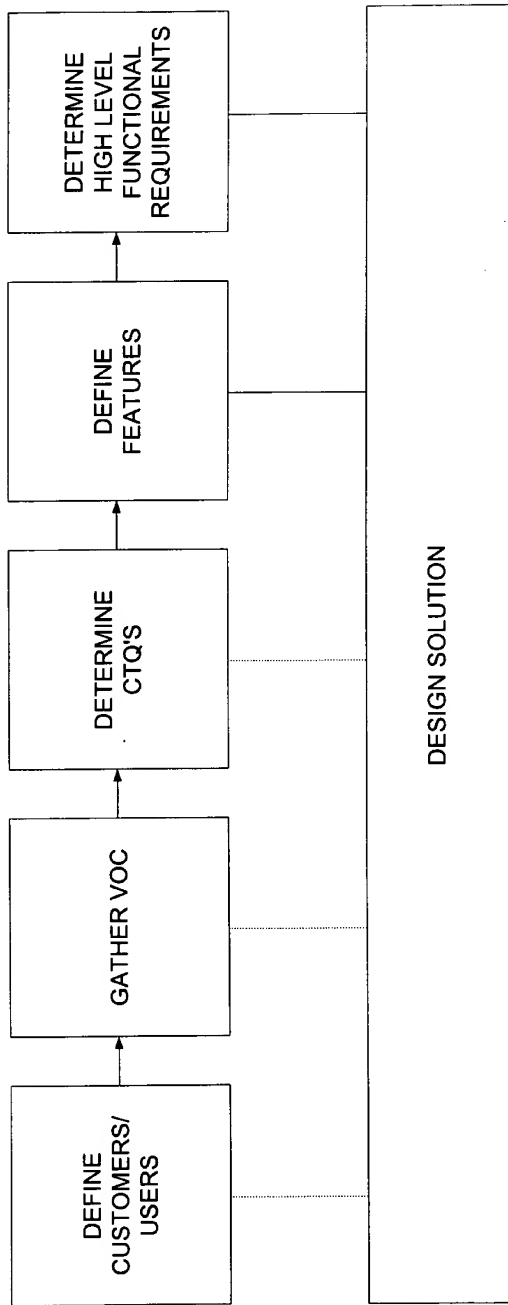


FIG. 69

0916249-032301

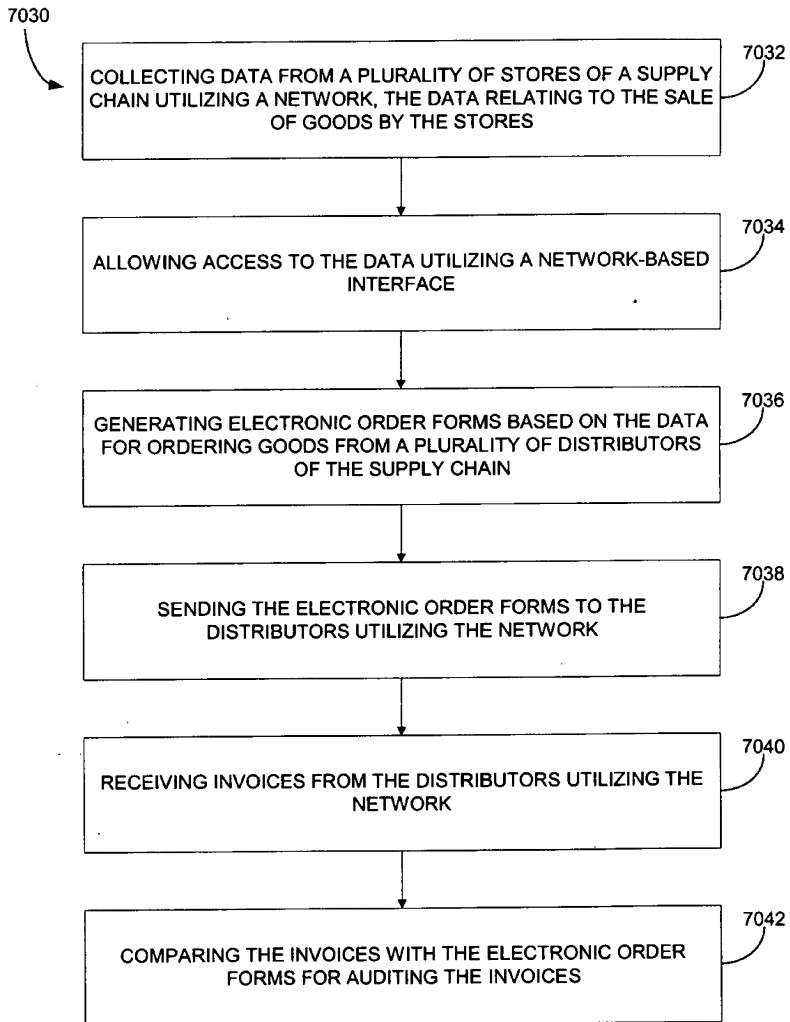


FIG. 70

09816249 032301

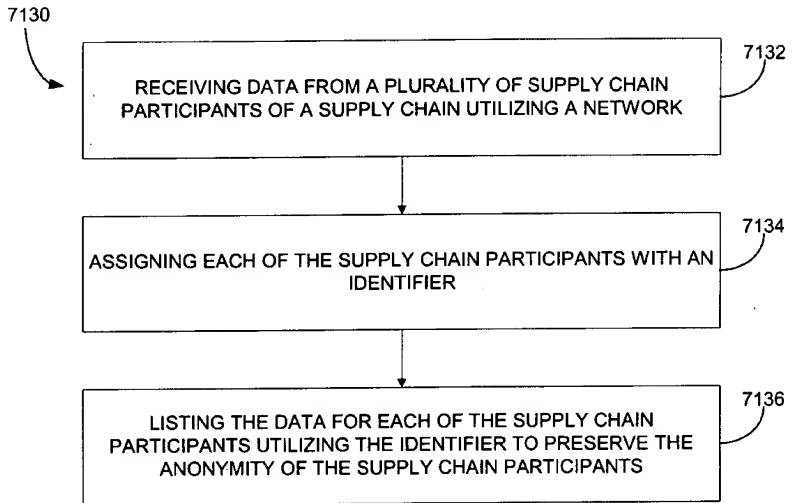


FIG. 71

09816249 032301

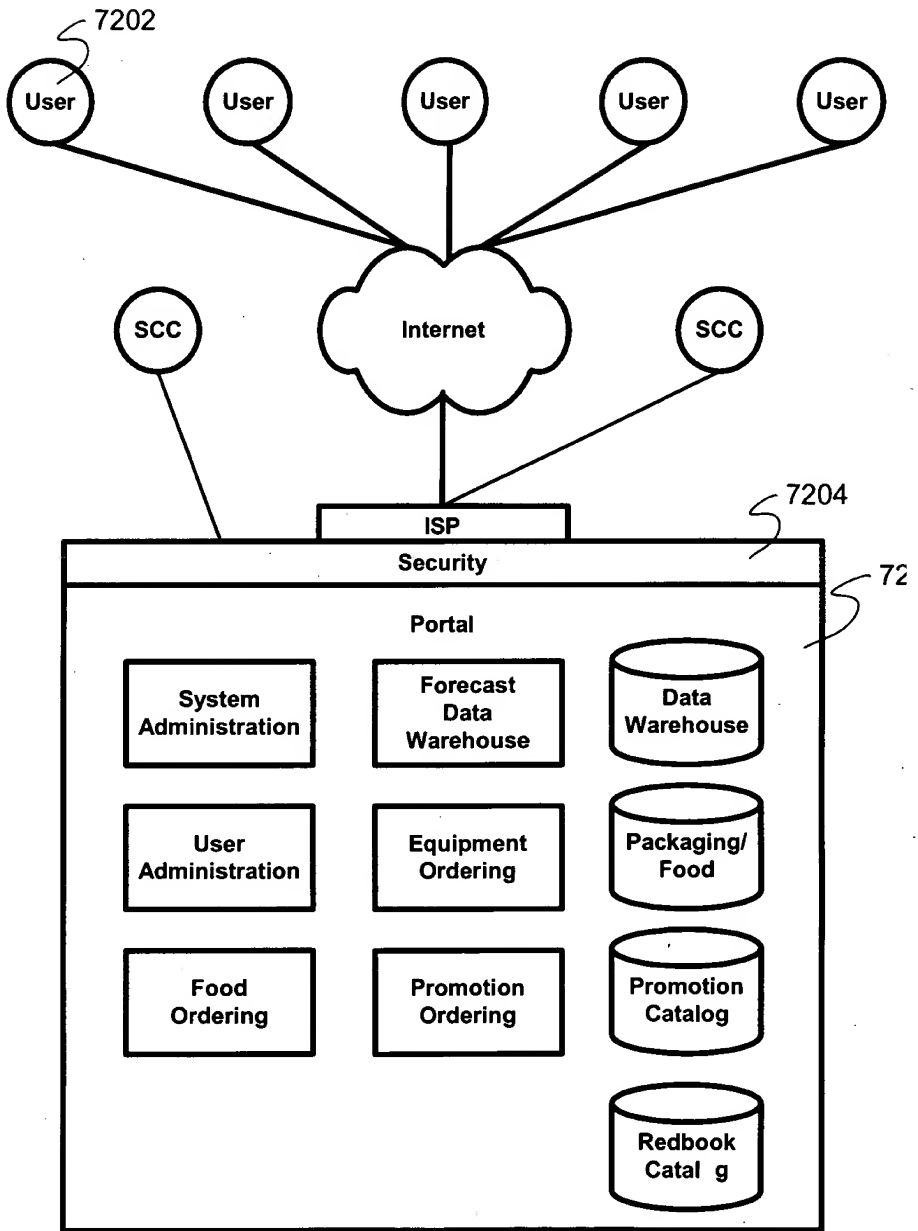


FIG. 72

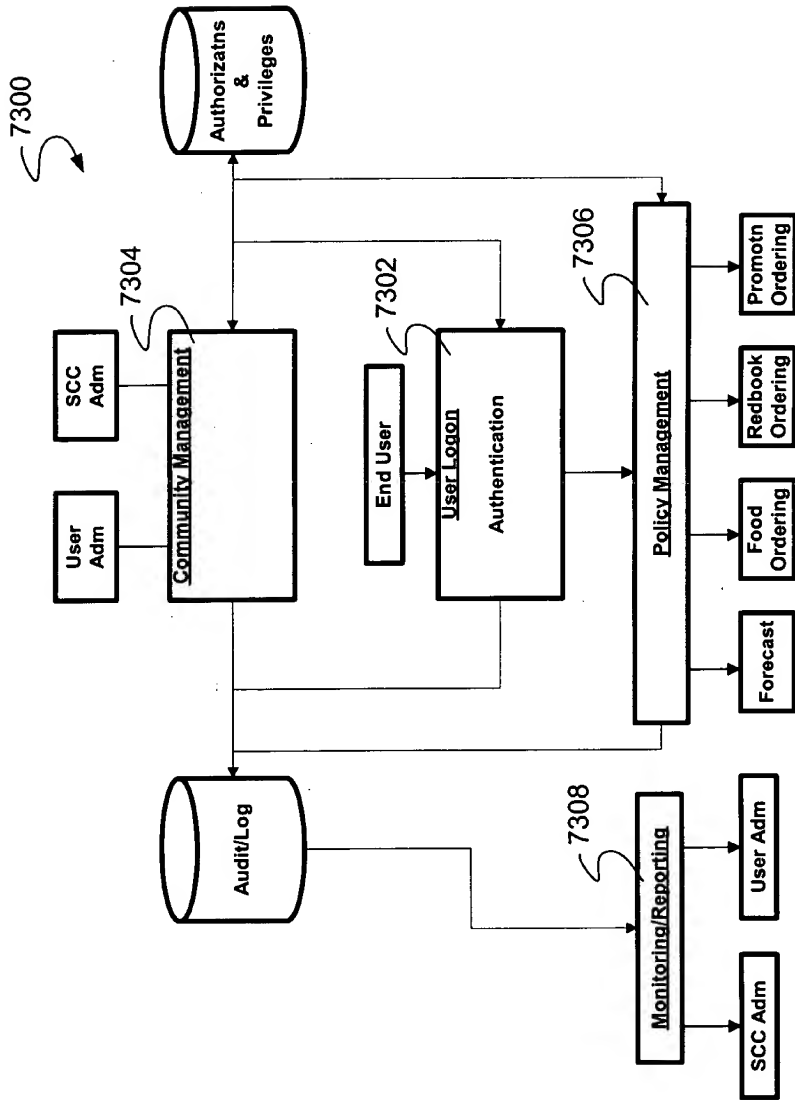


FIG. 73

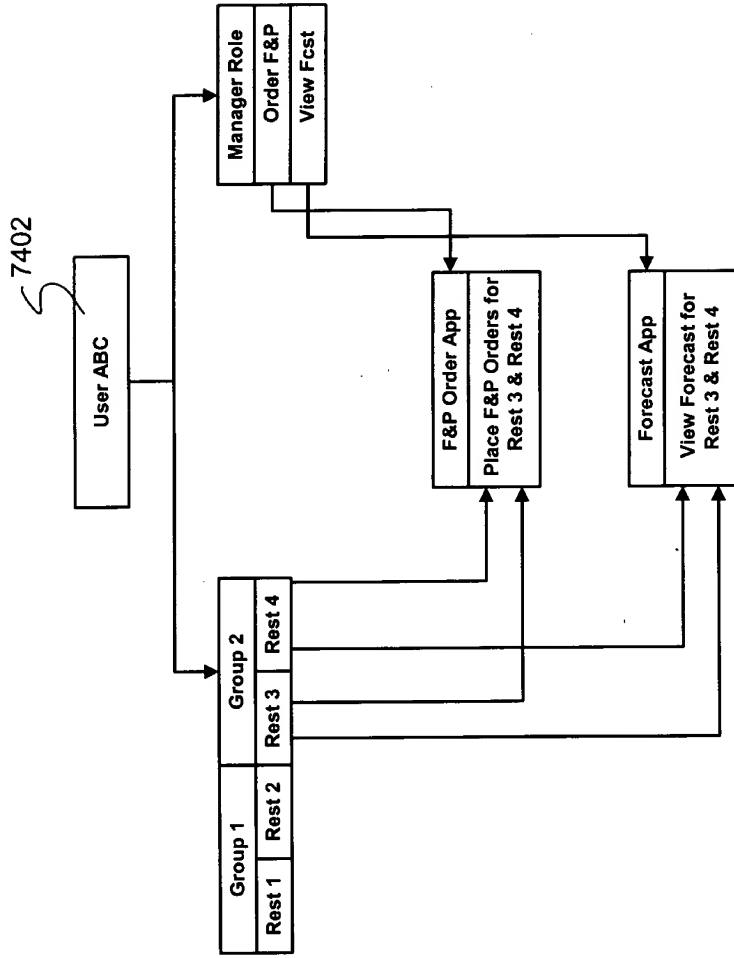


FIG. 74

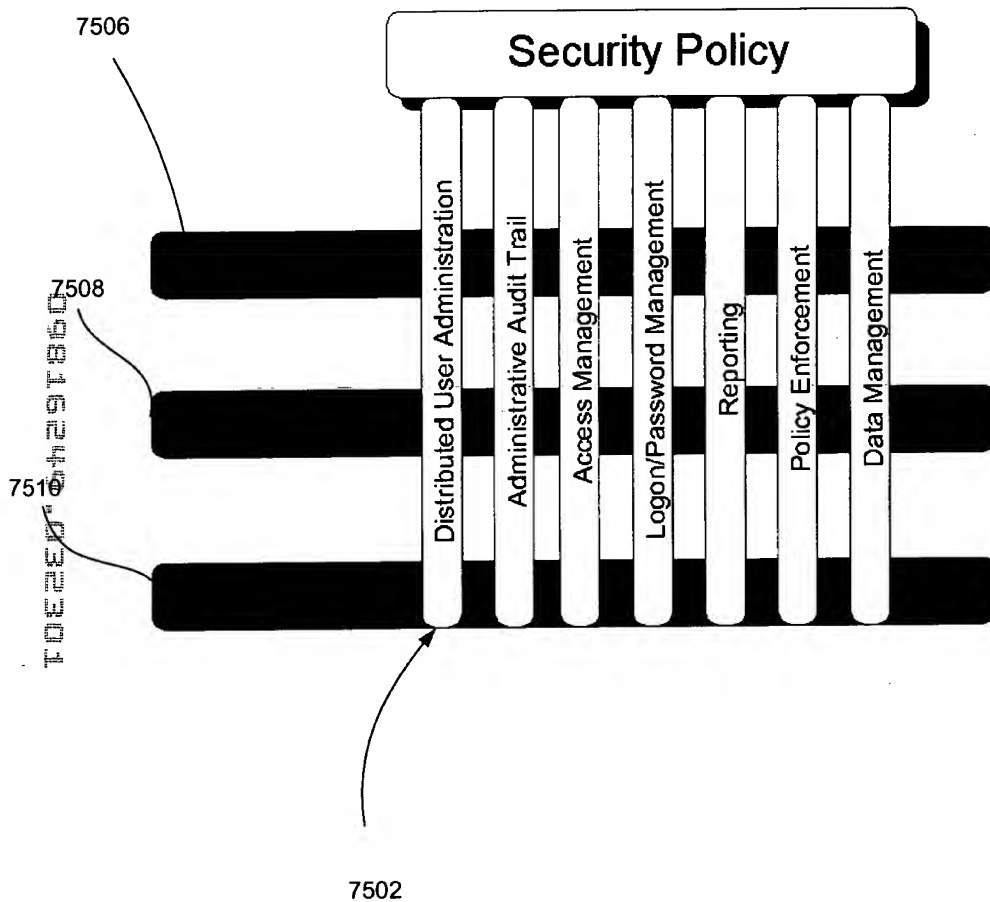


Fig. 75

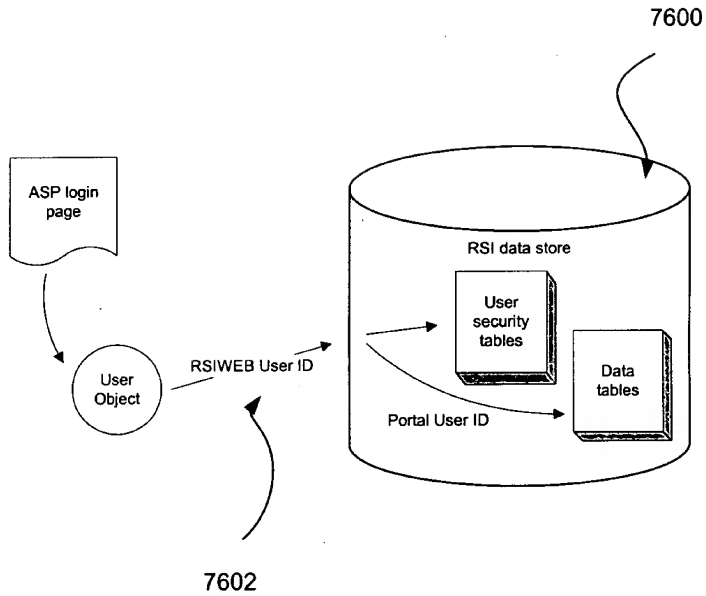


Fig. 76

09816249.032301

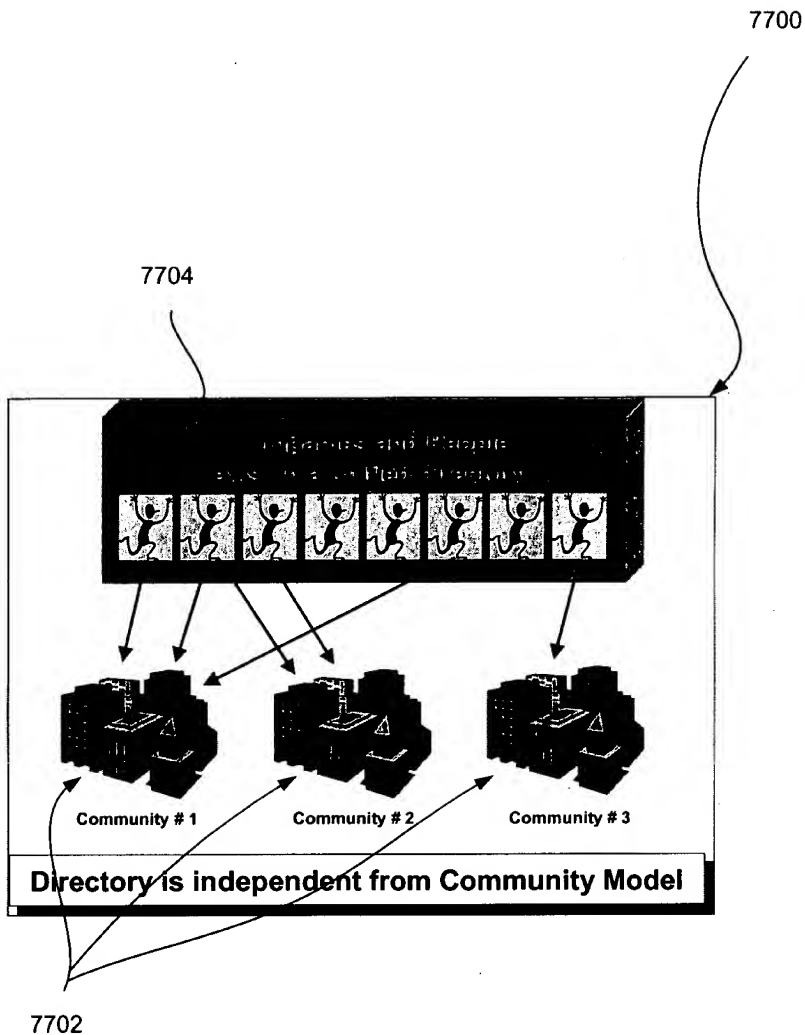


Fig. 77

7900

00816249-032301

7902

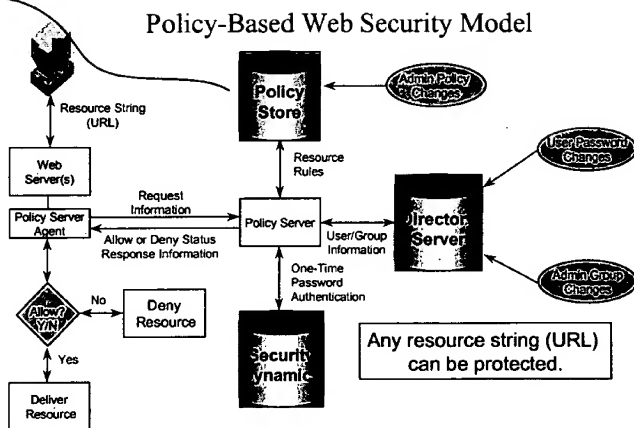


Fig. 79

0016249-032301

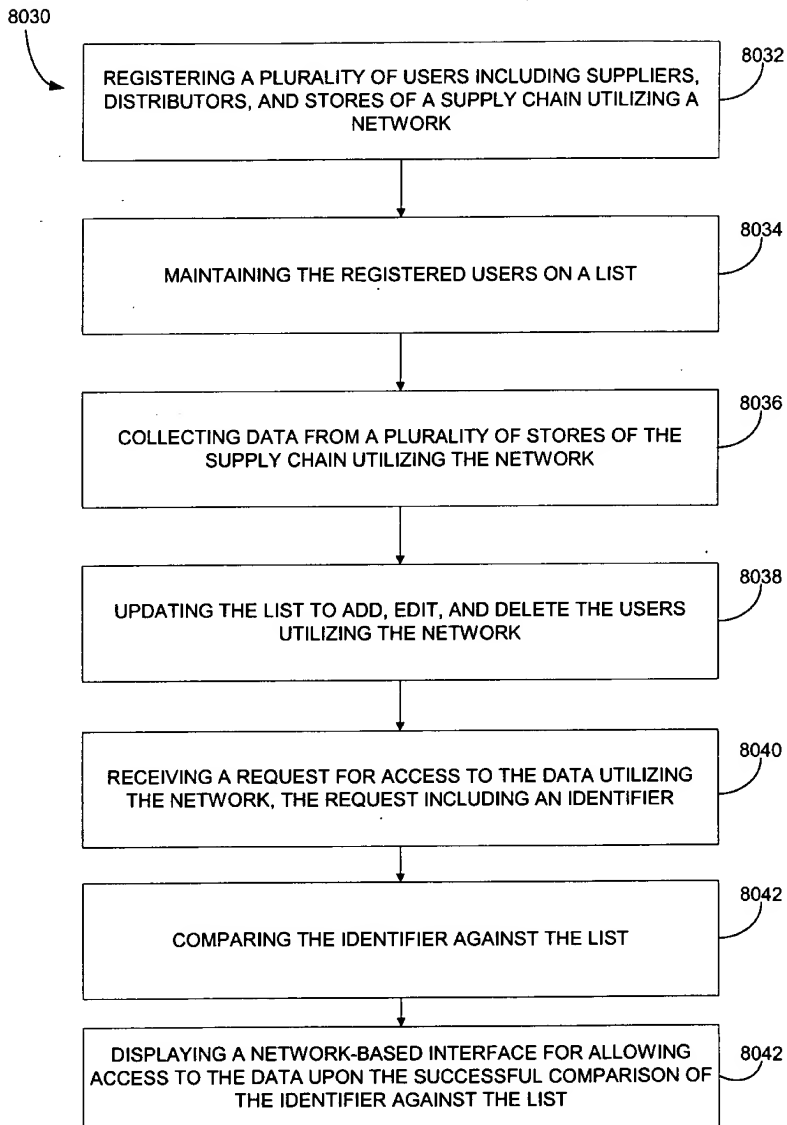


FIG. 80

09816249.032301

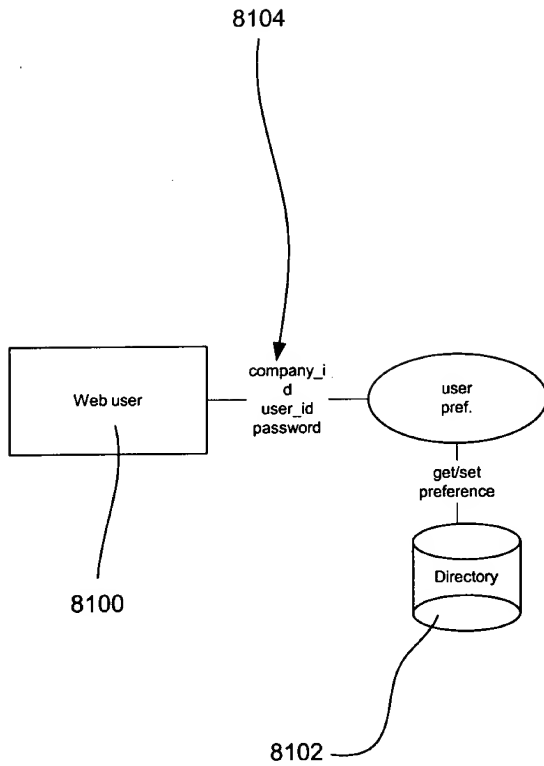


Fig. 81

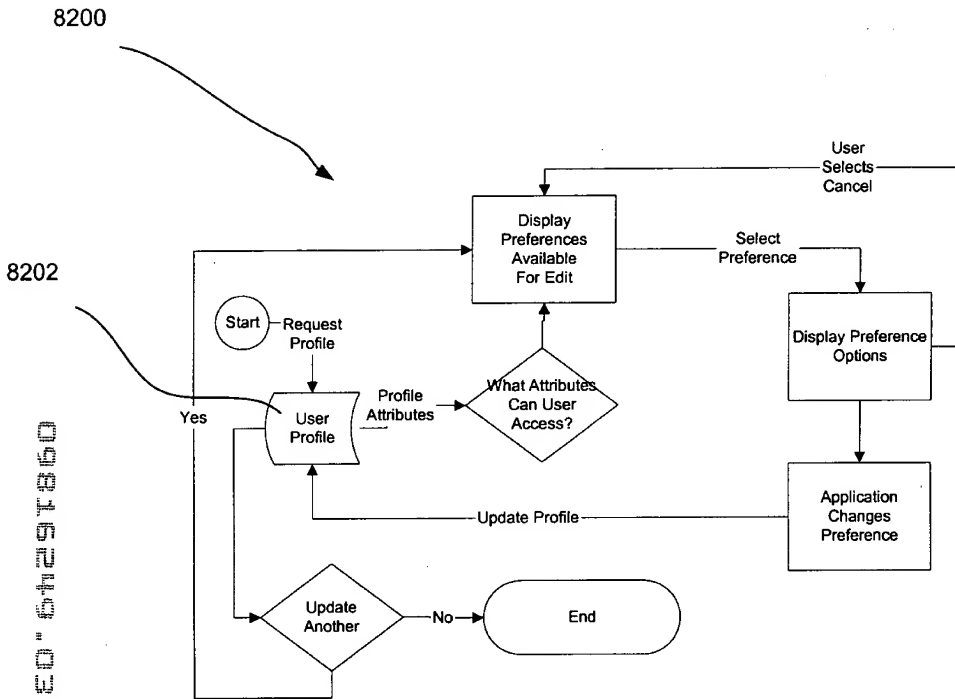


Fig. 82

00816244-032301

8302

8304

8306

8300

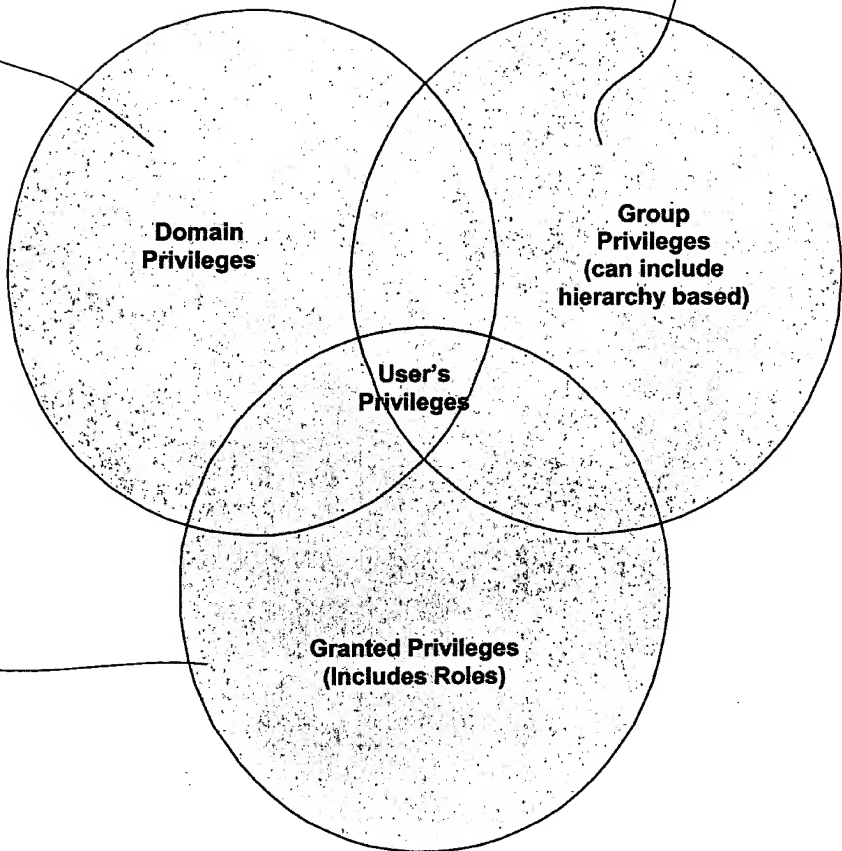


Fig. 83

8404



Fig. 84

100220" 6429T860

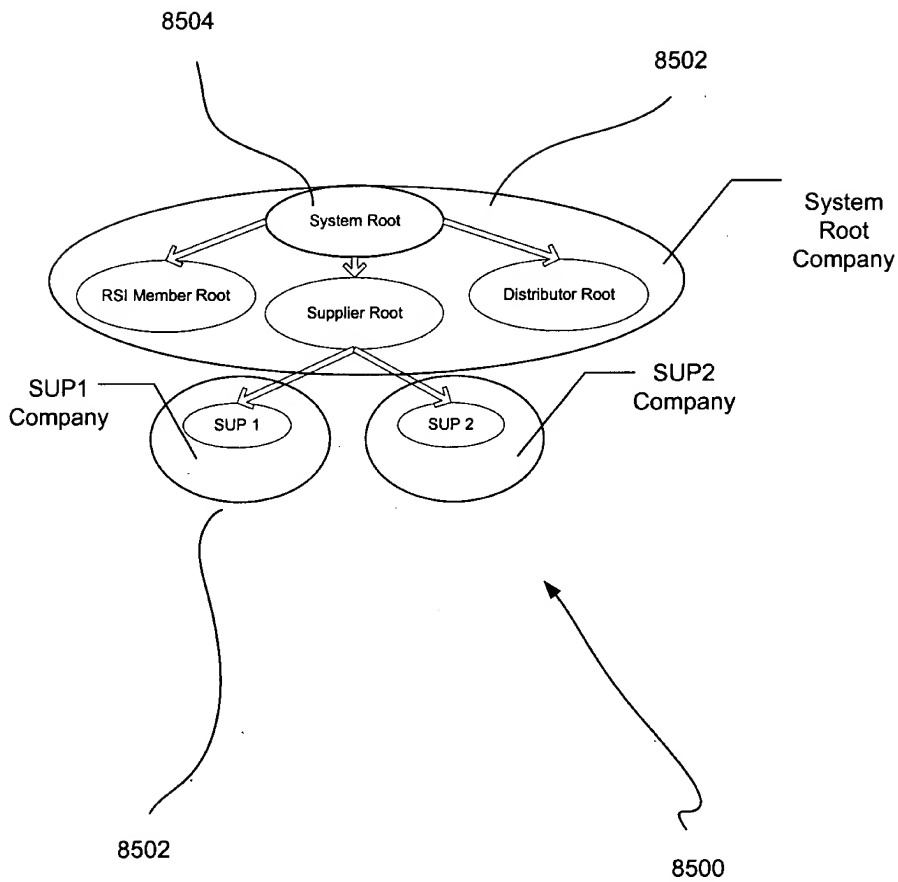


Fig. 85

7800

7802

7804

09816249-032301

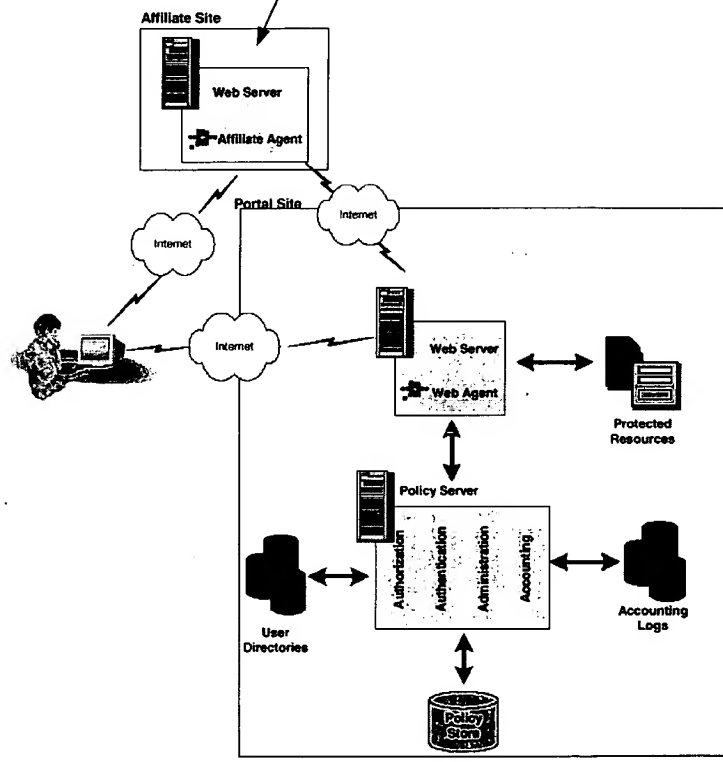


Fig. 78

8600

8602

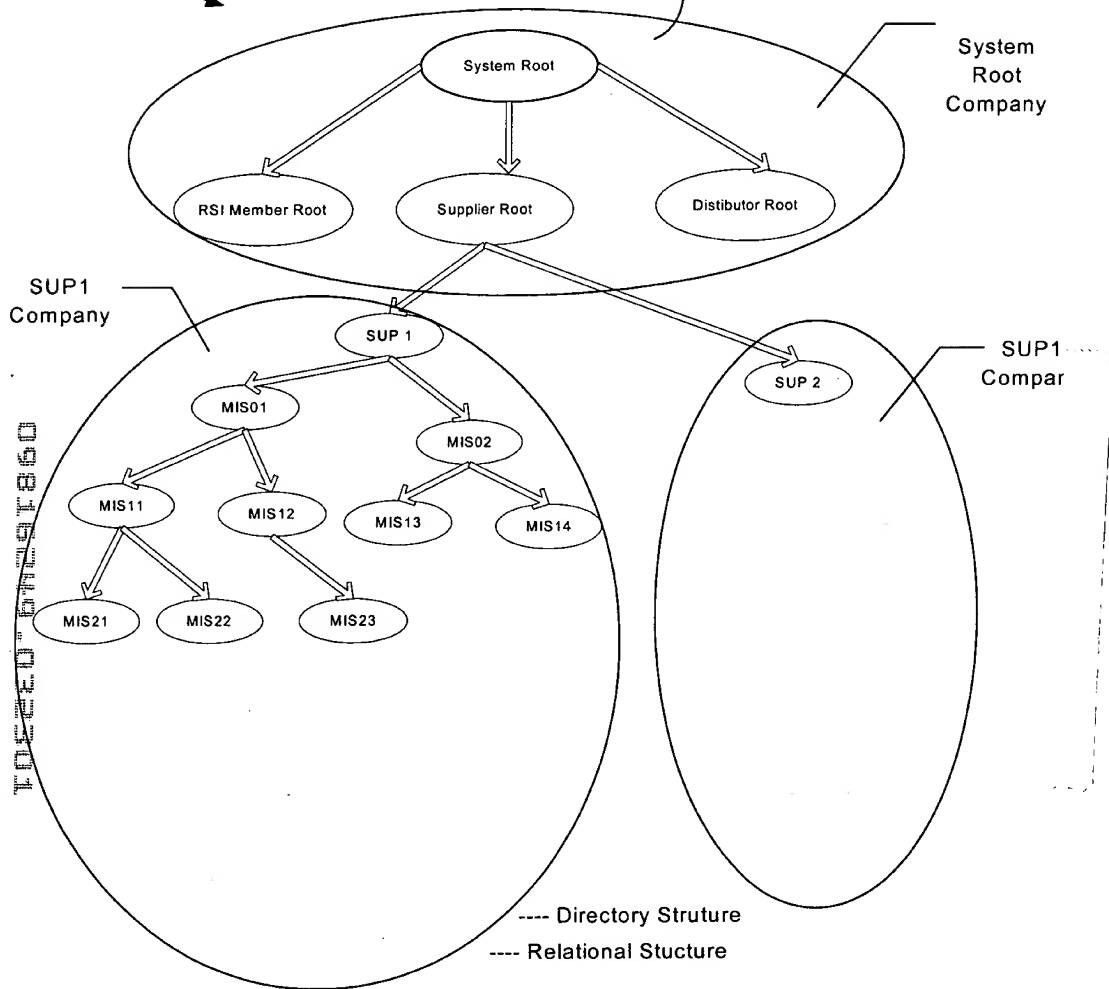


Fig. 86

Group Hierarchy Management: Data Flow

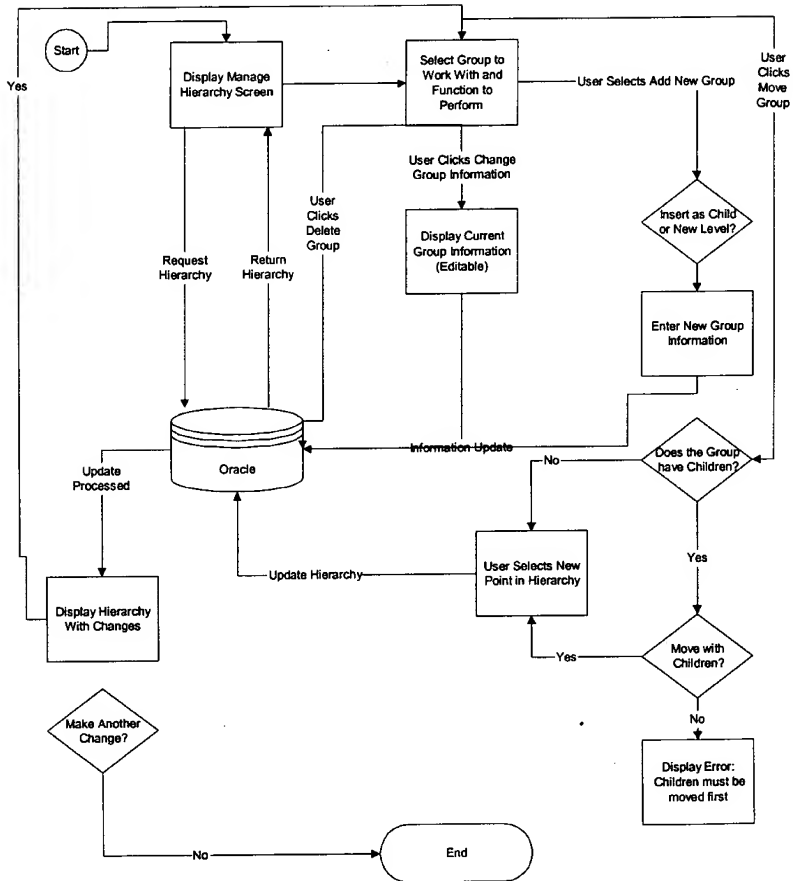


Fig. 87

8800

8804

8802

8800

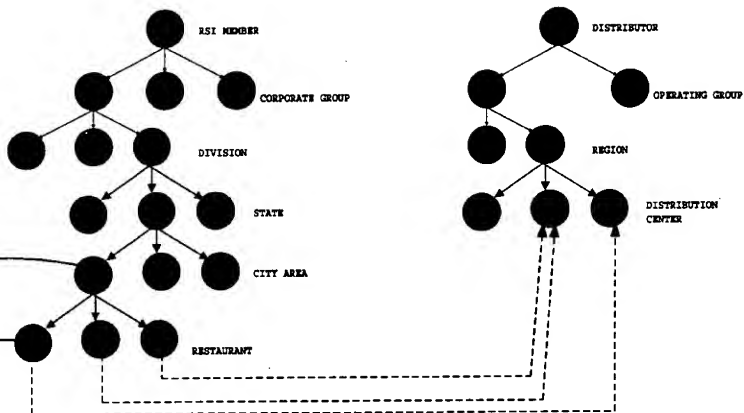


Fig. 88

8902

TOE2ED-64291860

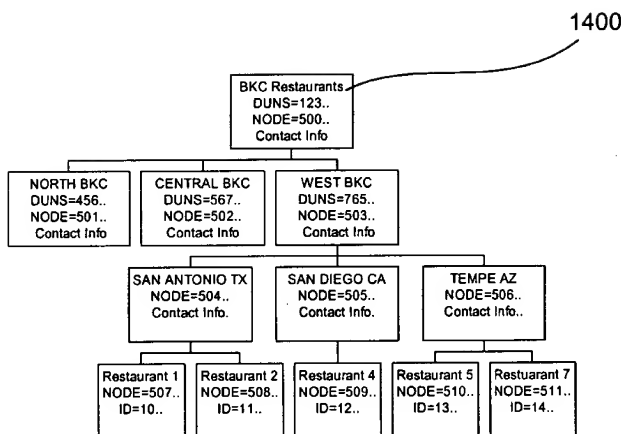


Fig. 89

00015249 032301

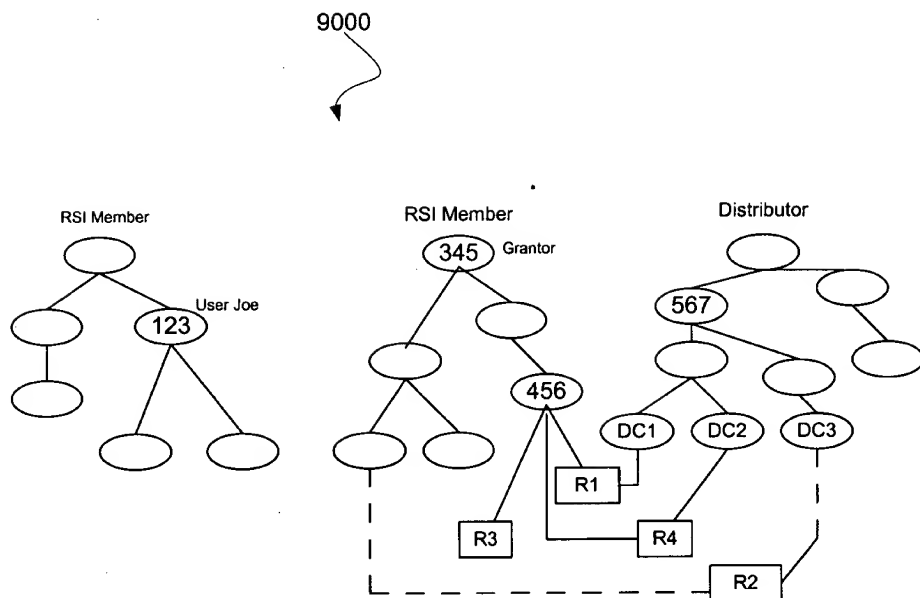


FIG. 90

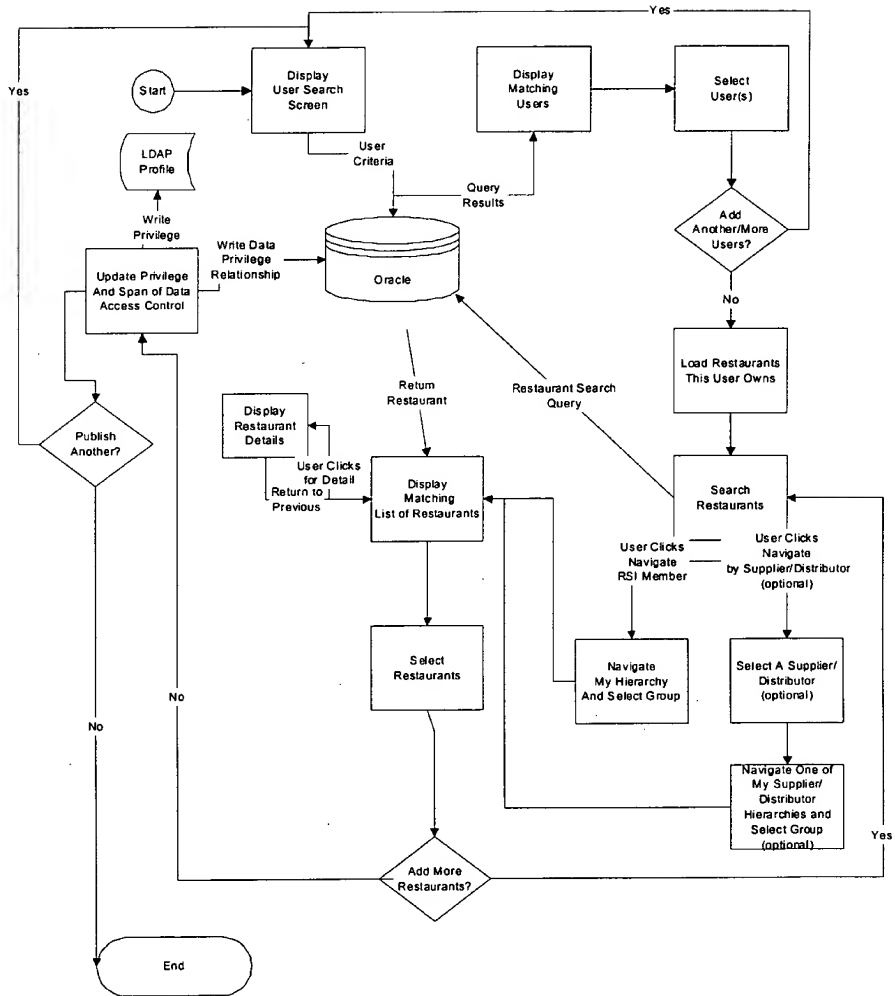


Fig. 91

09816249 032301

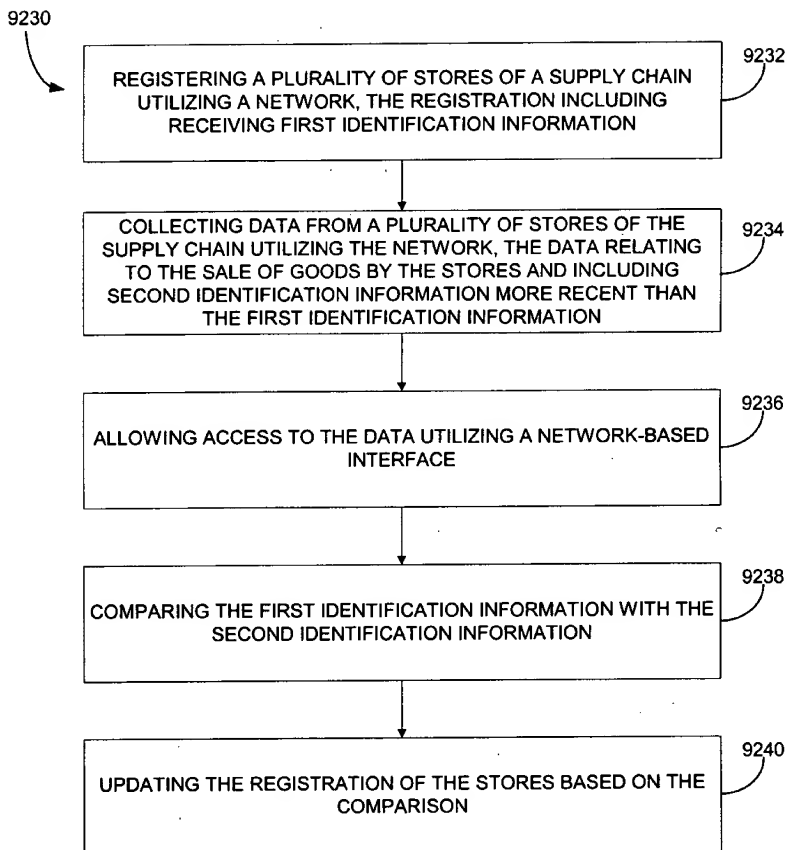


FIG. 92

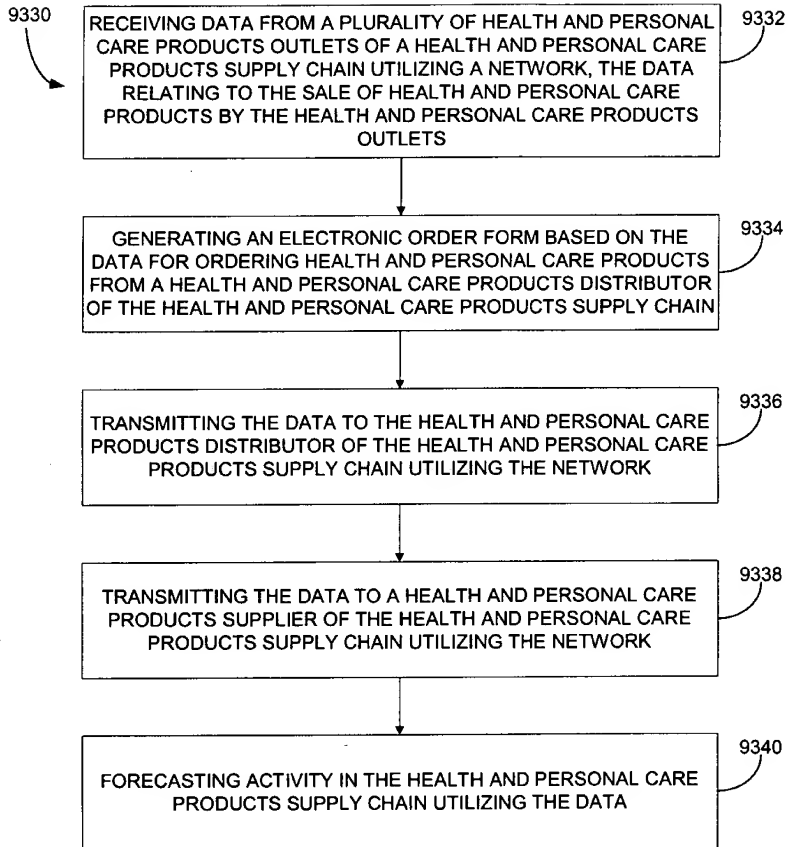


FIG. 93

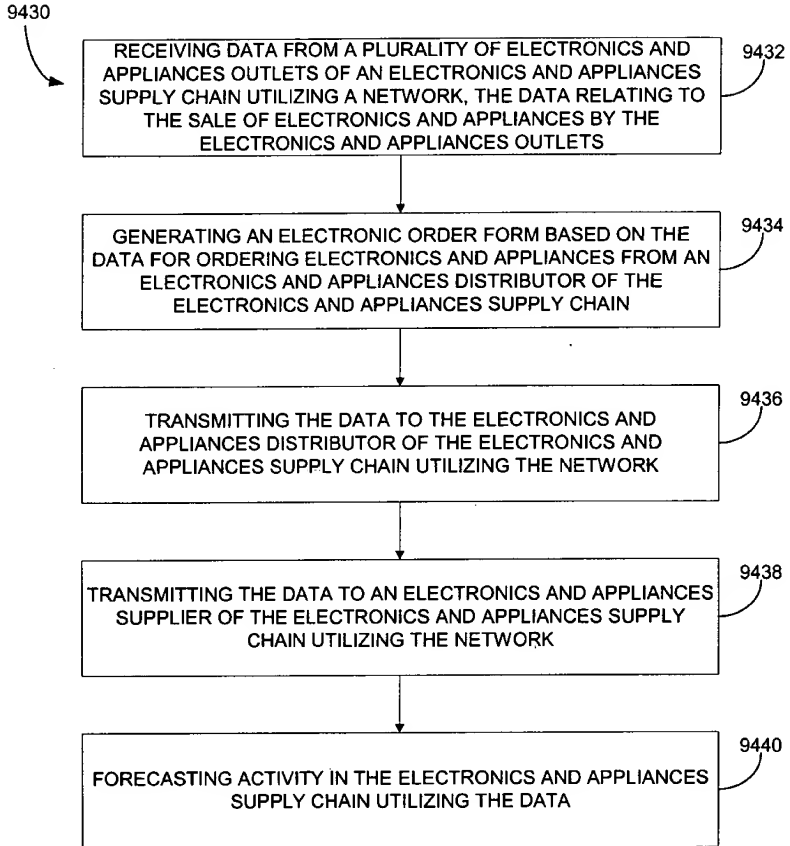


FIG. 94

00016249-032301

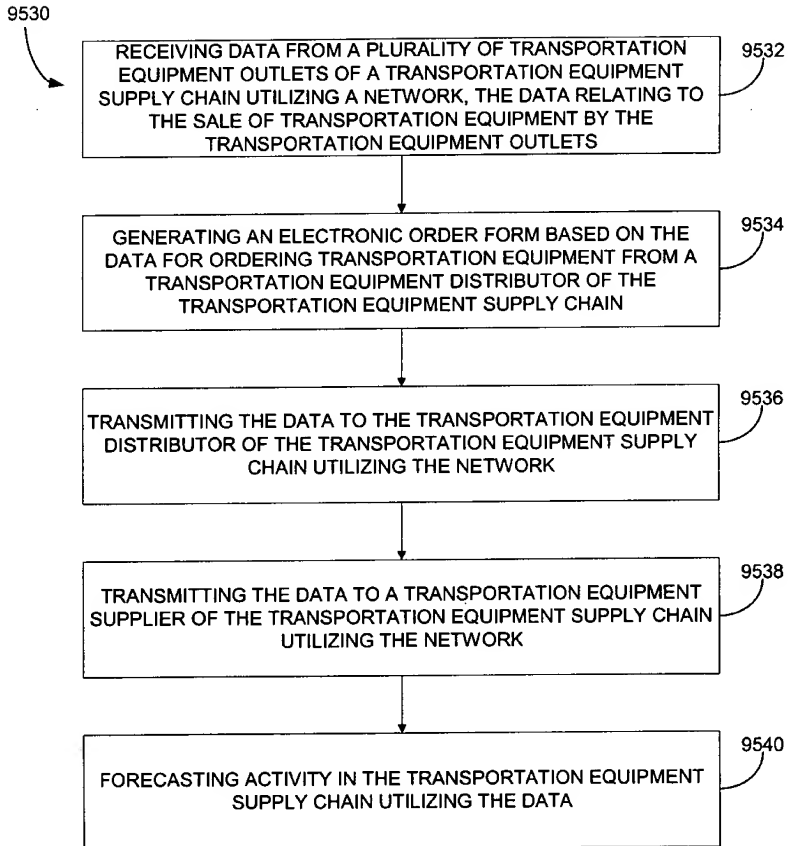


FIG. 95

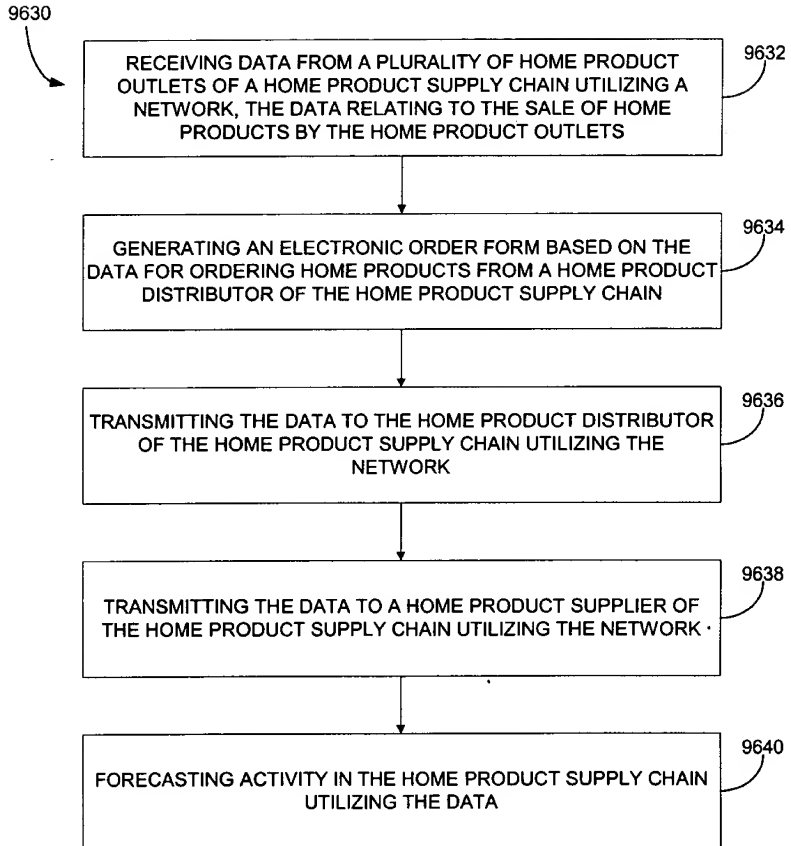


FIG. 96

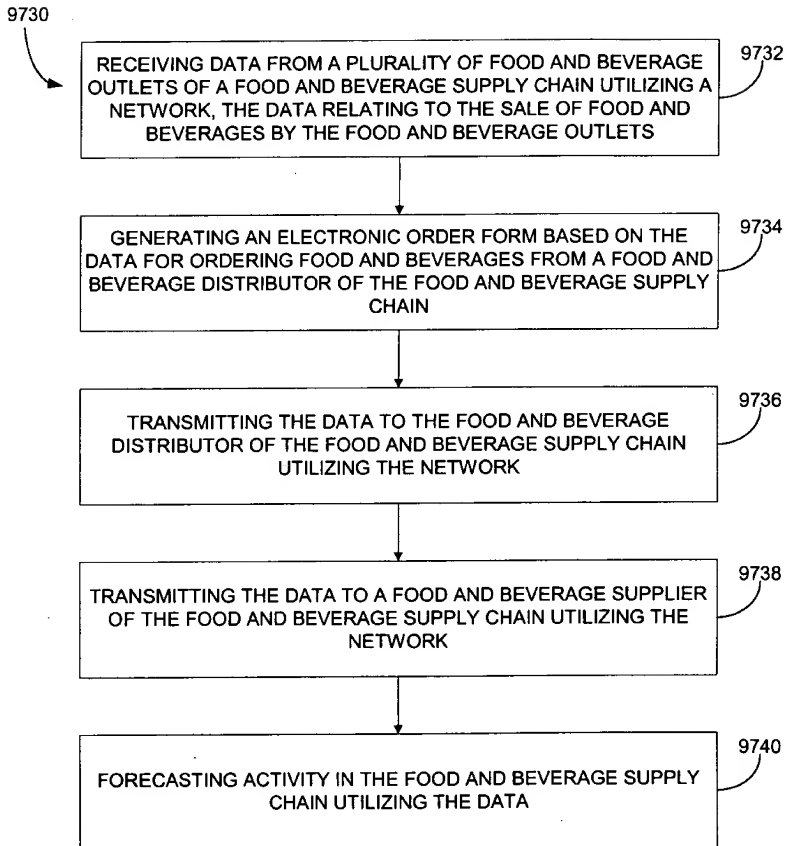


FIG. 97

09816249-032301

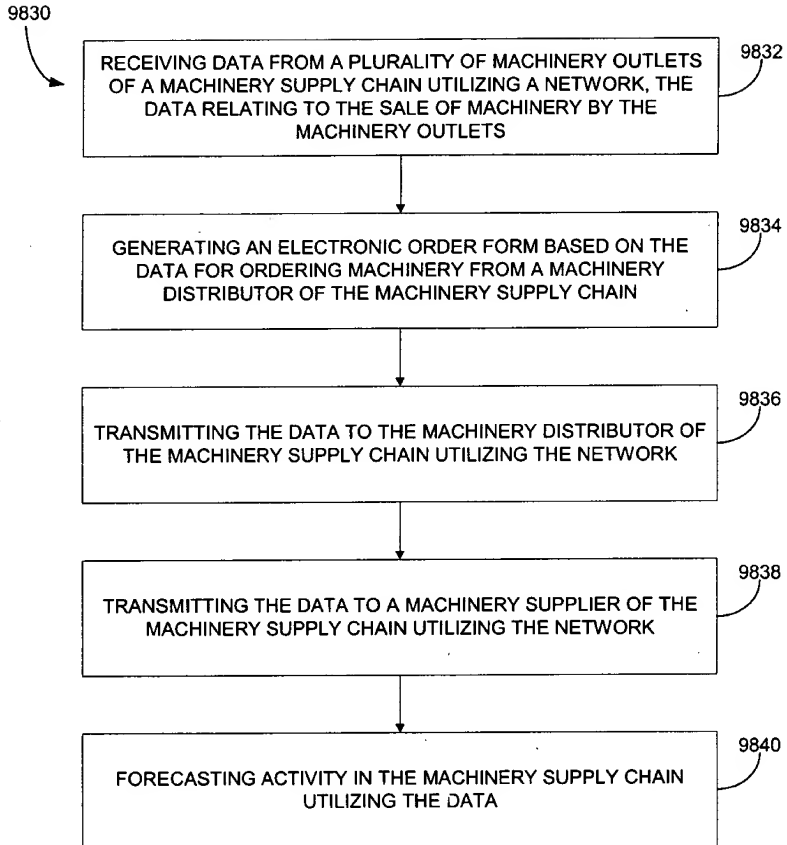


FIG. 98

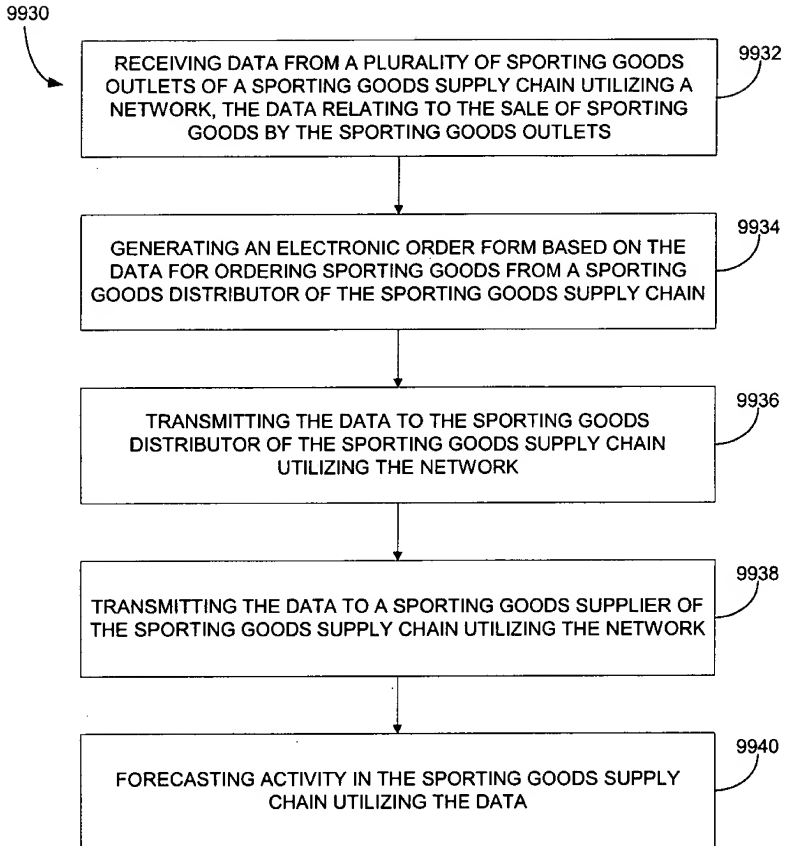


FIG. 99

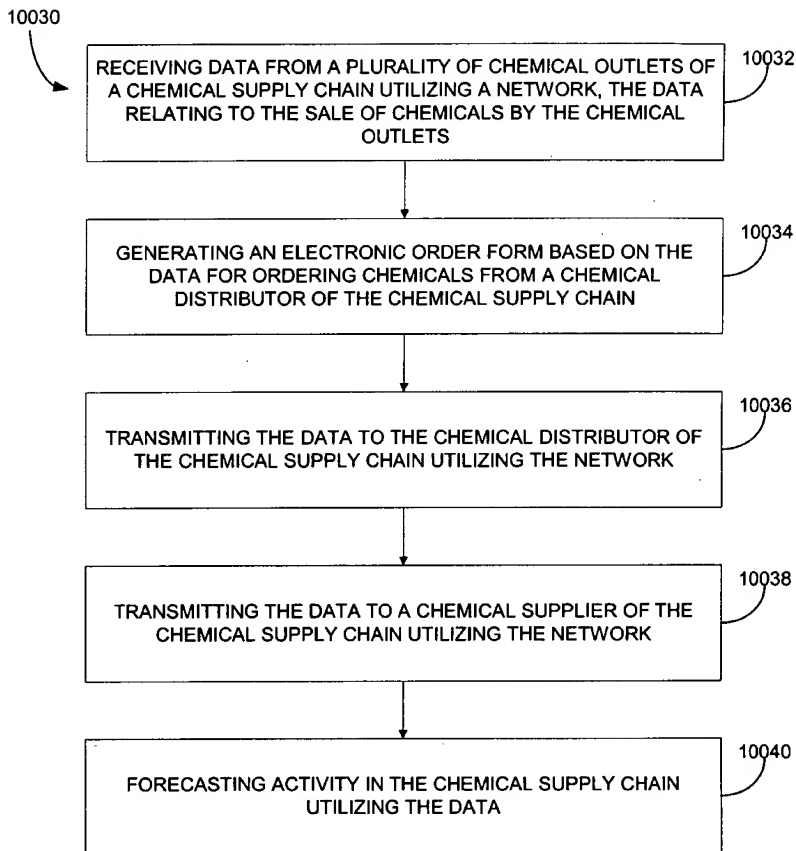


FIG. 100

09816249 032301

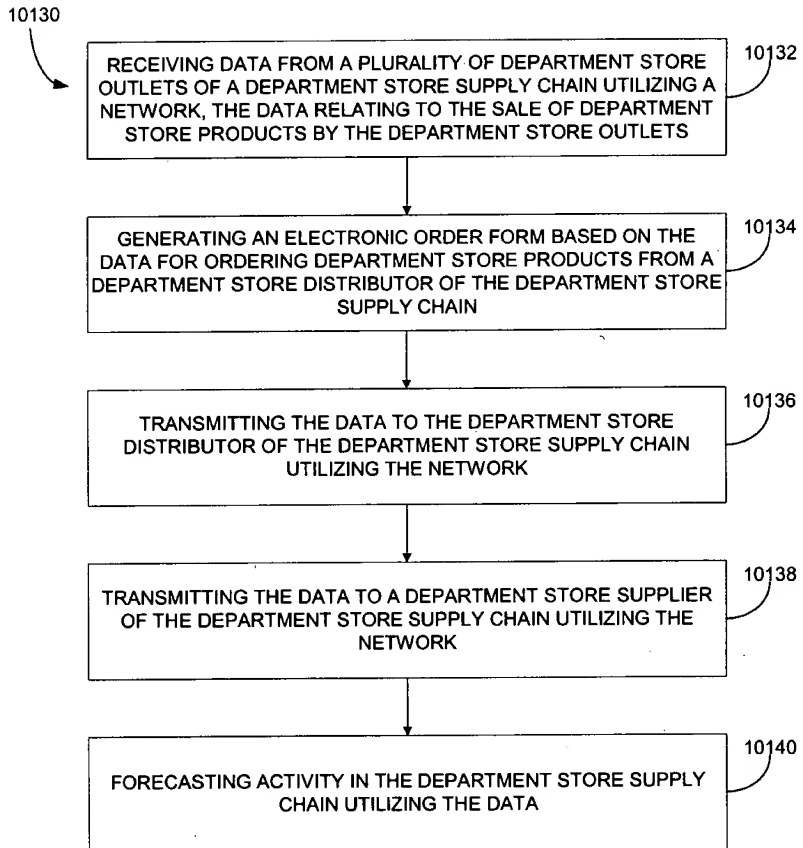


FIG. 101

09816249 032301

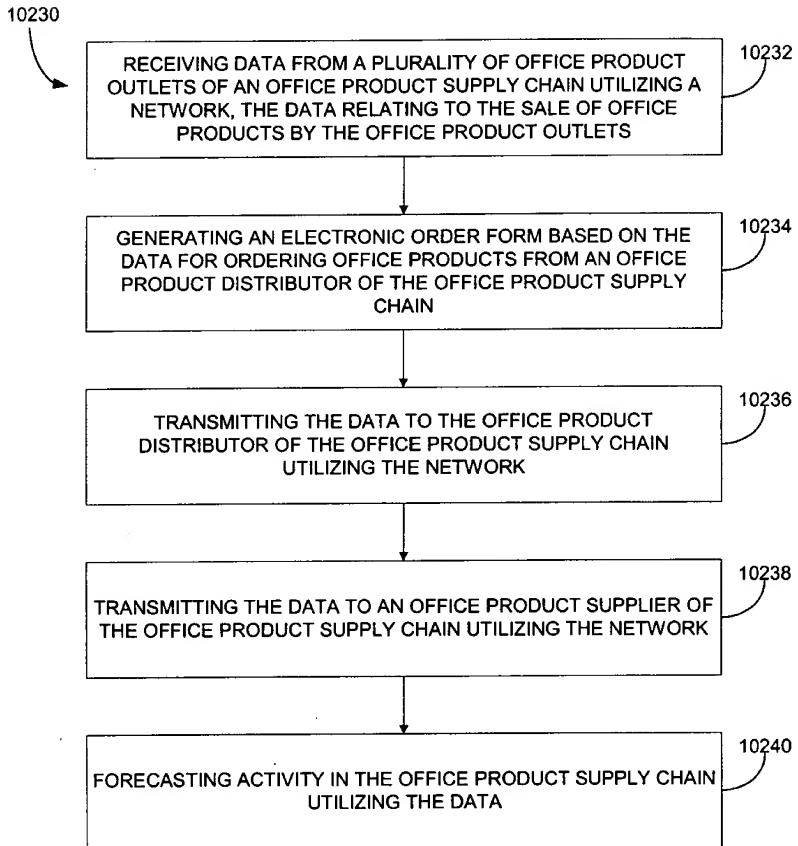


FIG. 102A

10260

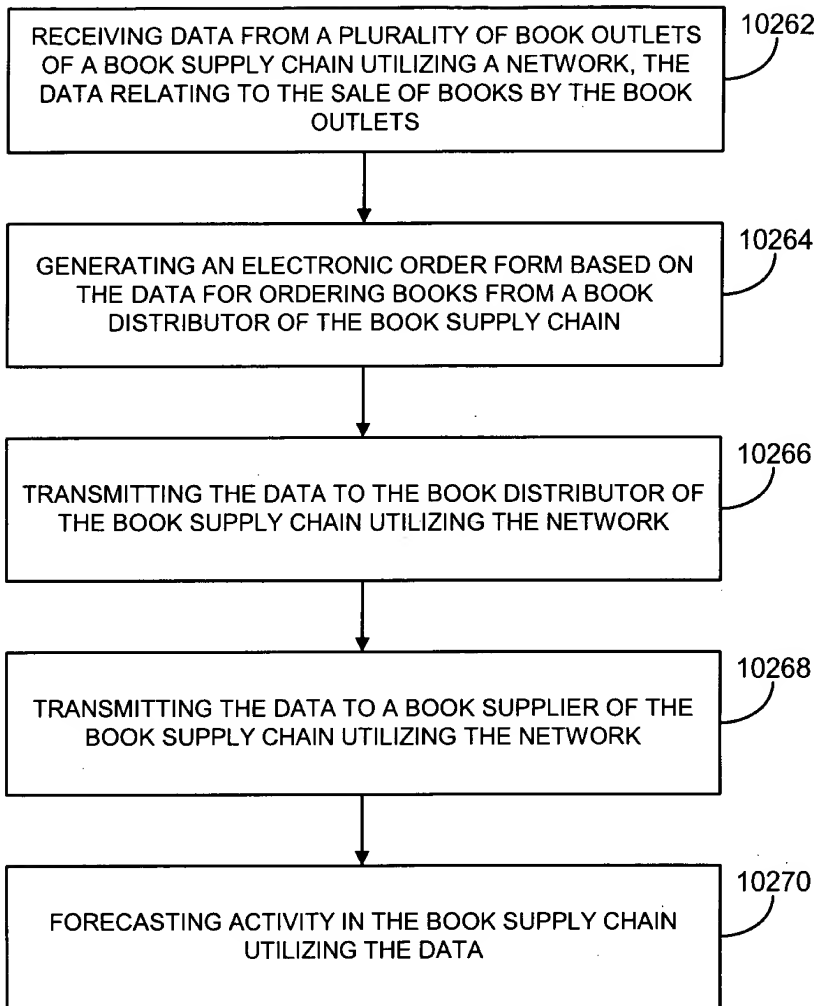


FIG. 102B

0915249-032301

09816249 032301

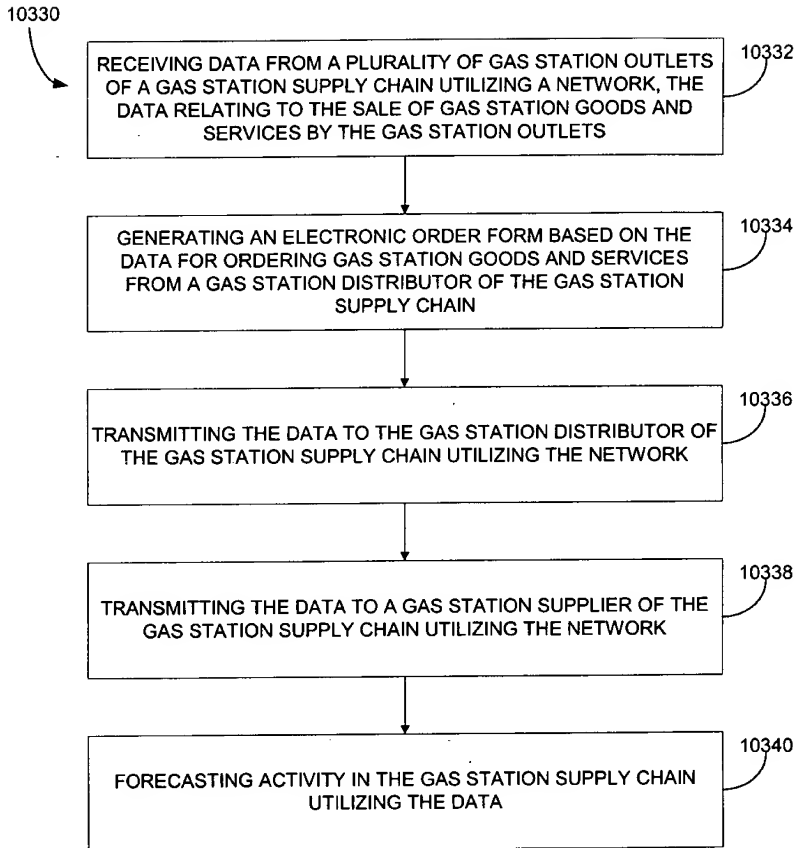


FIG. 103

0916249 032301

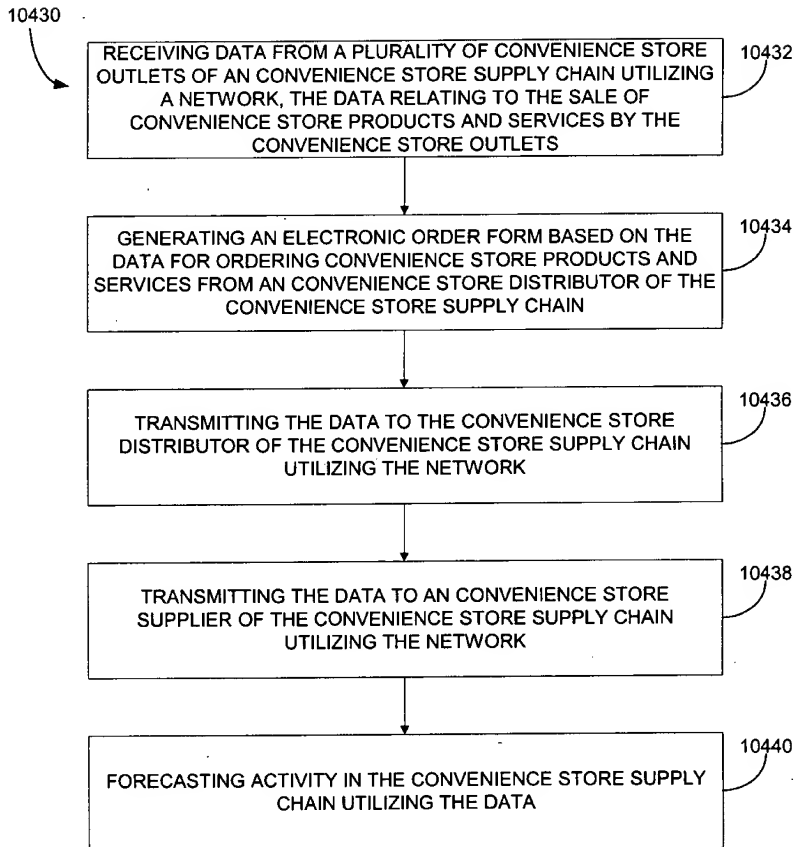


FIG. 104A

10460

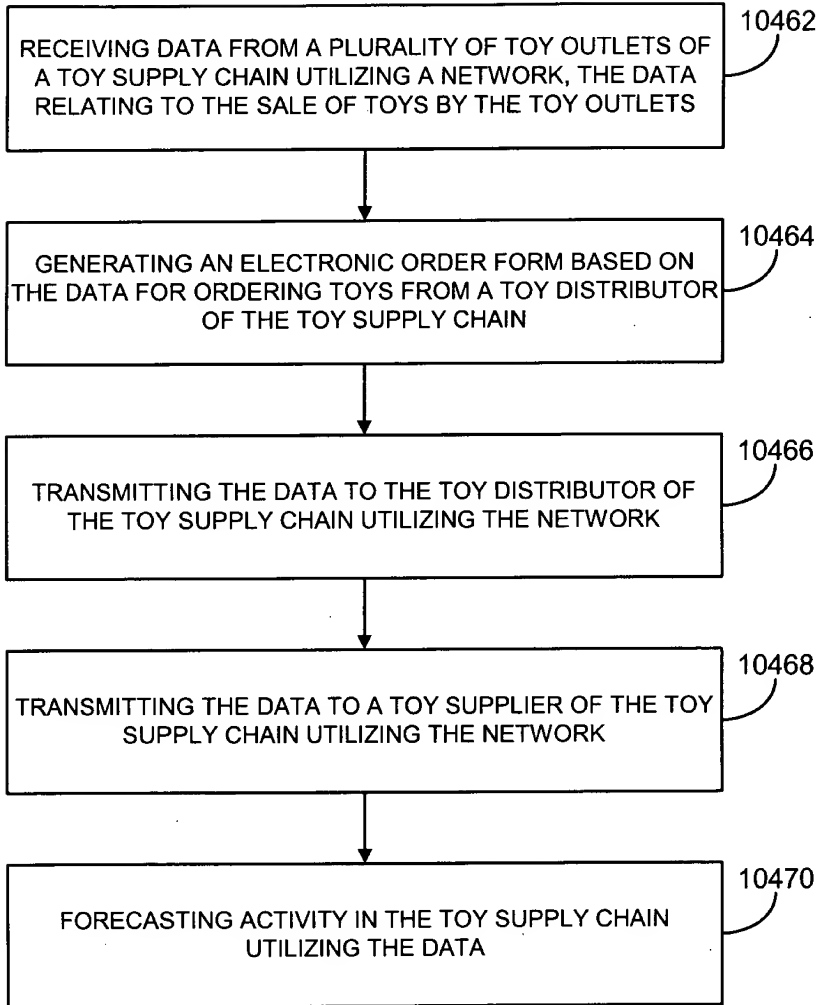


FIG. 104B

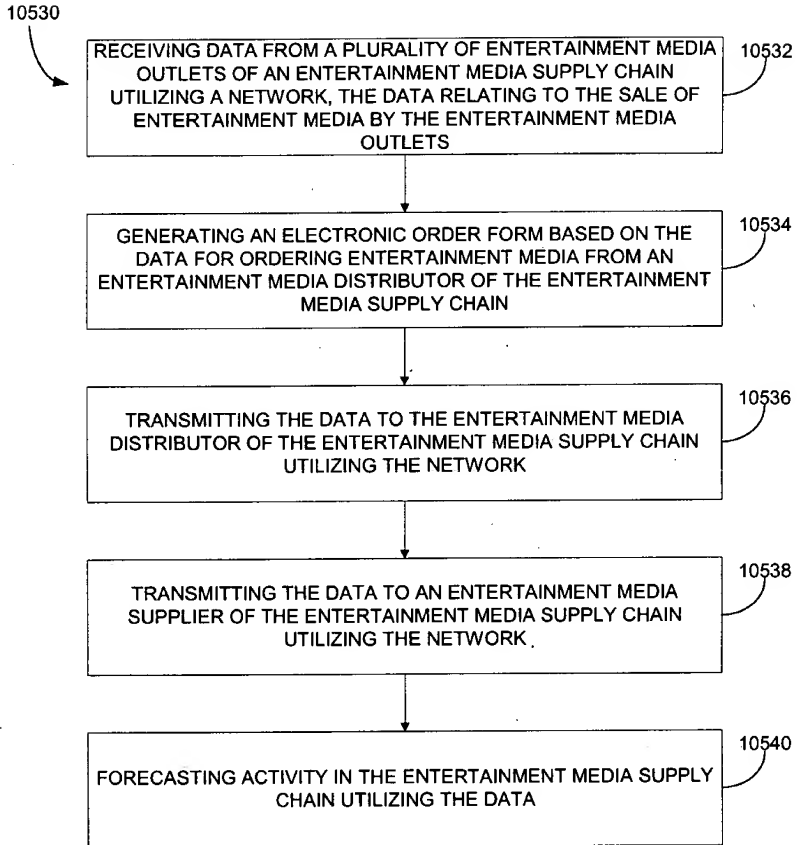


FIG. 105

09816249 032301

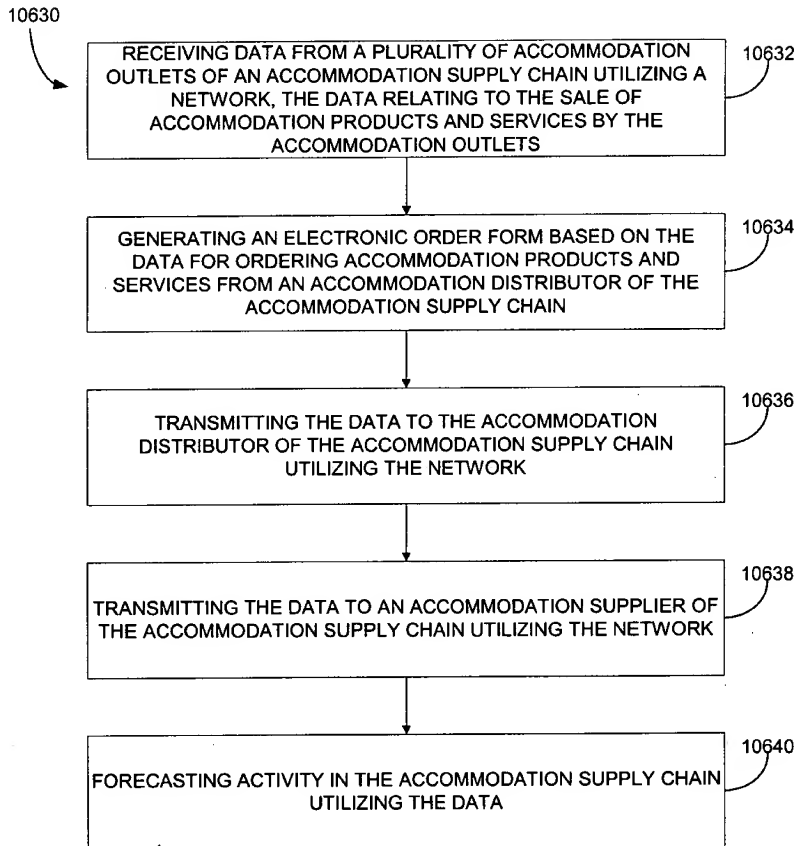


FIG. 106

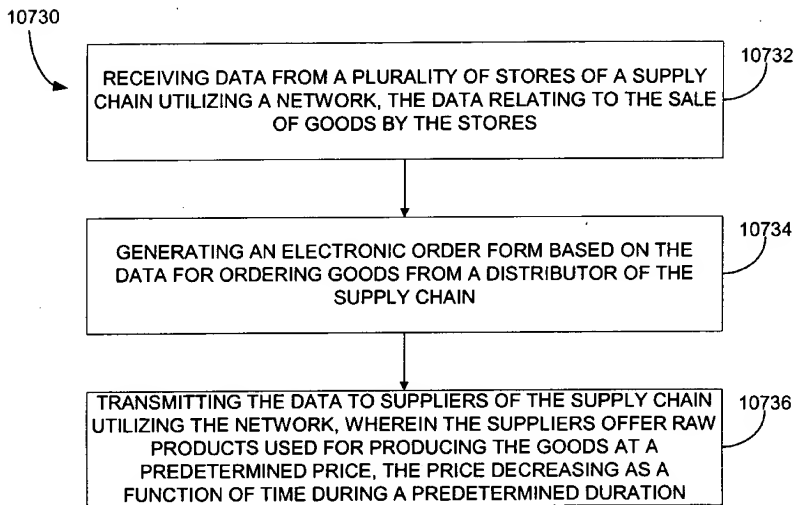


FIG. 107

102220 04291860 09816249 0322301

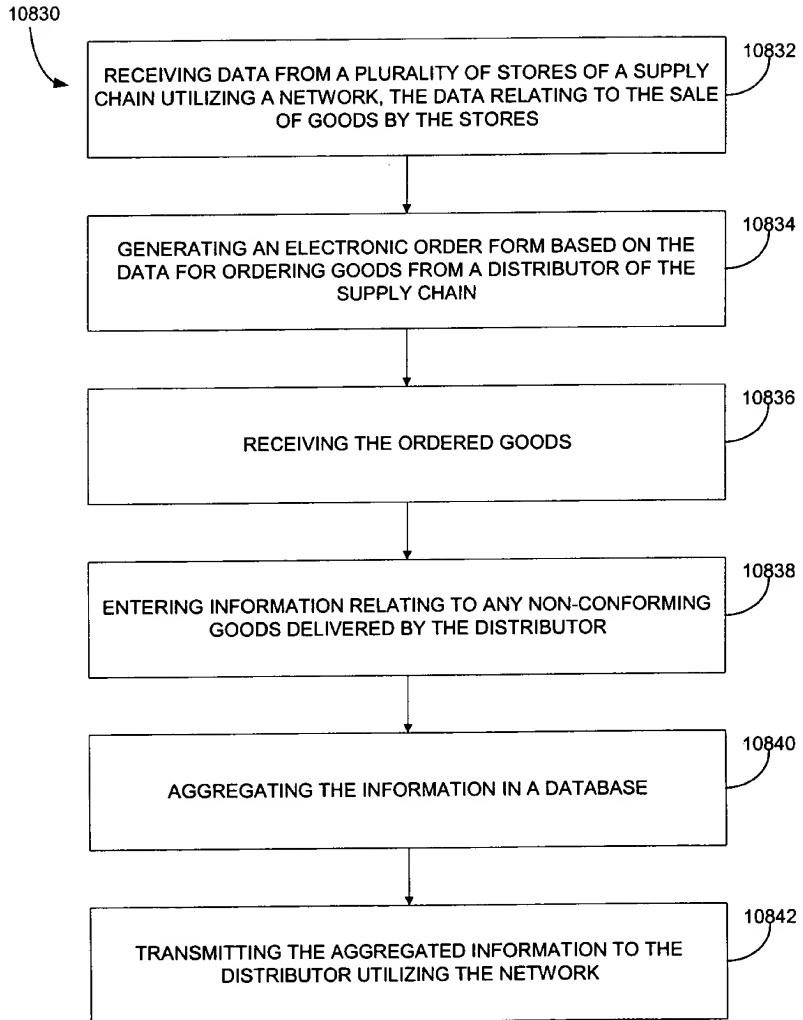


FIG. 108

10900

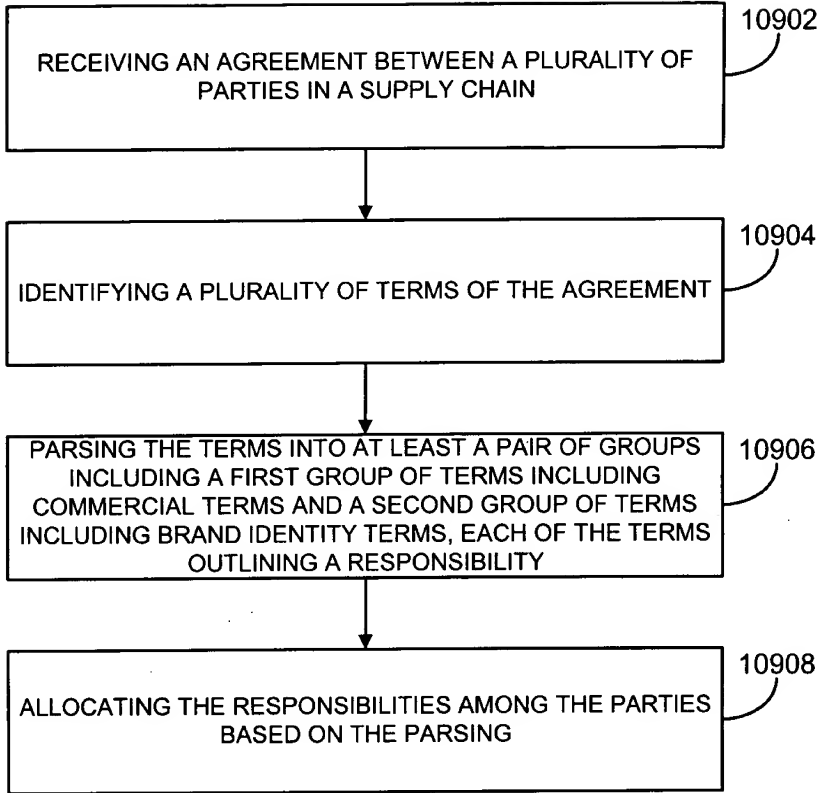


FIG. 109

09016249 022301

11000



RECEIVING DATA FROM A PLURALITY OF SUPPLY CHAIN PARTICIPANTS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE SUPPLY CHAIN PARTICIPANTS

11002



DETERMINING PRODUCT SUPPLY PARAMETERS CORRESPONDING TO EACH SUPPLY CHAIN PARTICIPANT BASED ON INFORMATION INCLUDING THE DATA

11004



COMMUNICATING CORRESPONDING PRODUCT SUPPLY PARAMETERS TO AT LEAST ONE SUPPLY CHAIN PARTICIPANT

11006

FIG. 110

11100

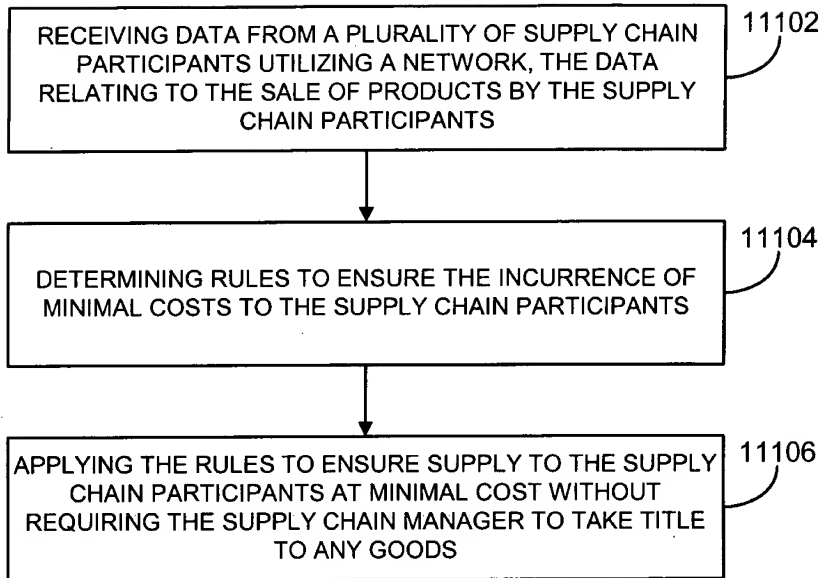


FIG. 111

11200

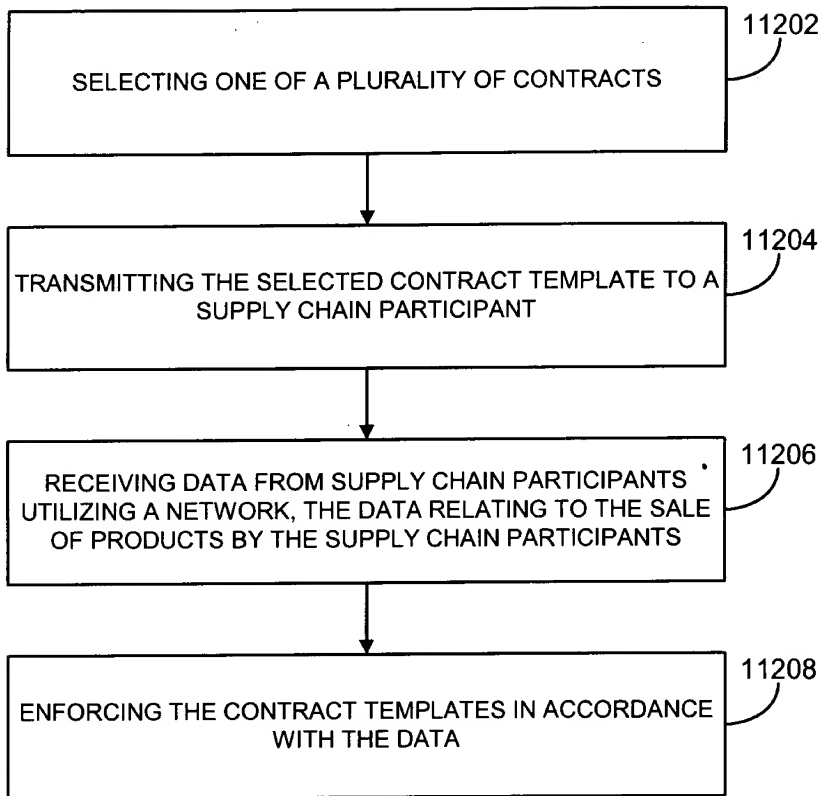


FIG. 112

09816249-0322301

11300

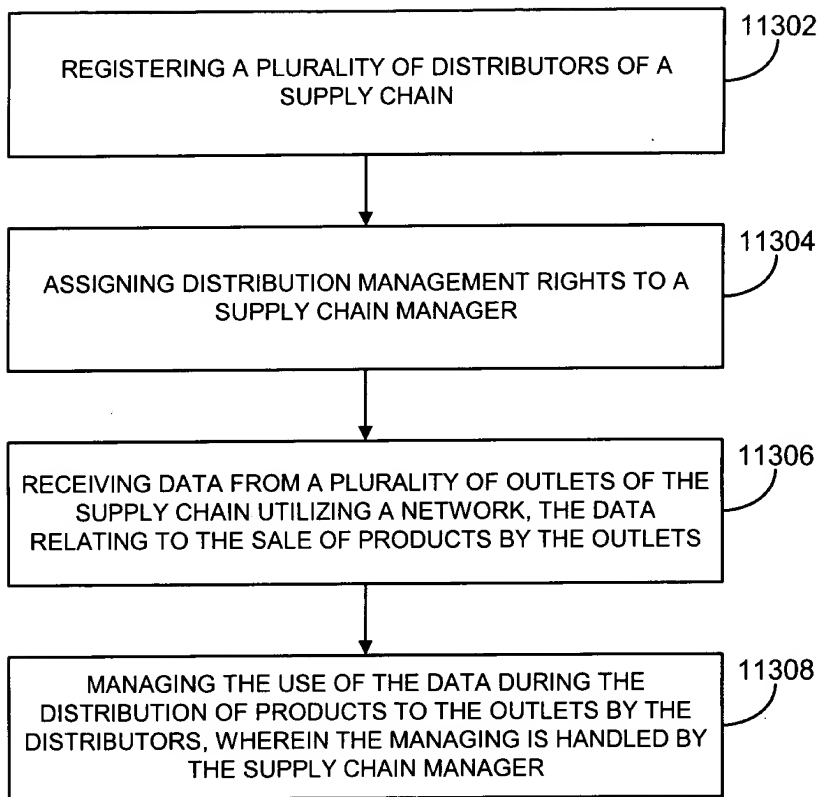


FIG. 113

09816249.032301

11400

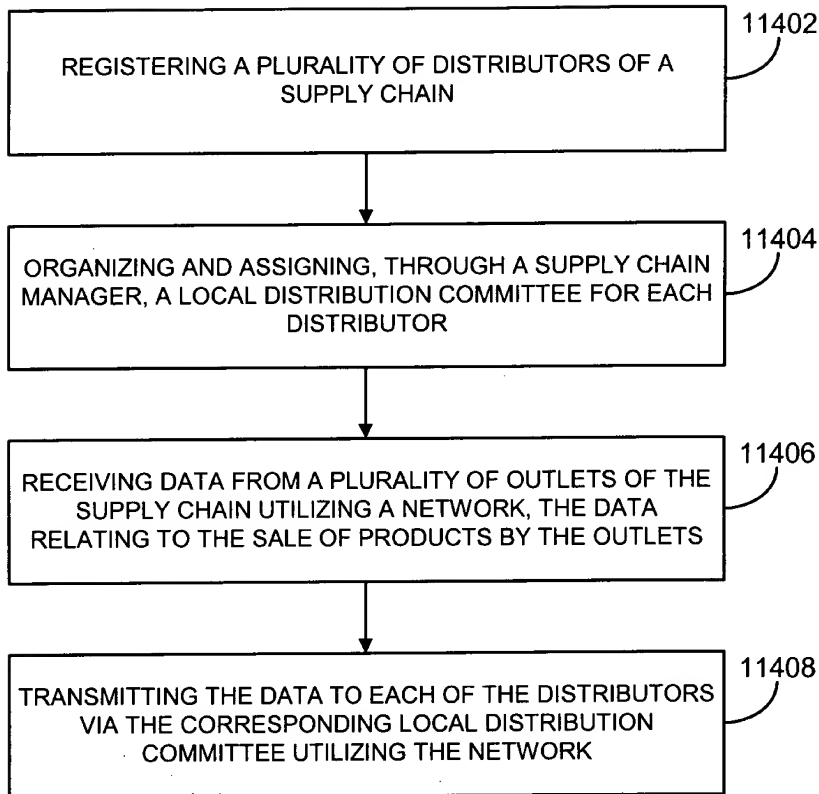


FIG. 114

11500

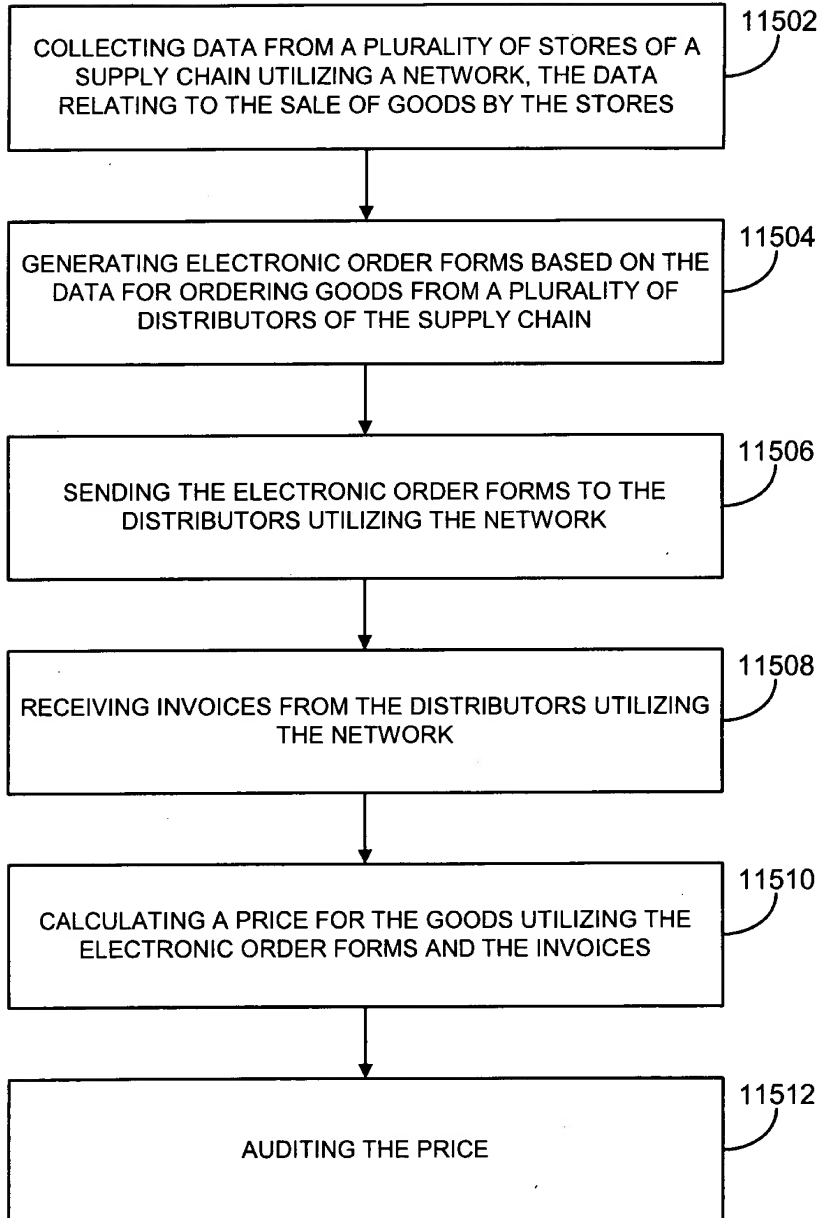


FIG. 115

00316249-032301

11600

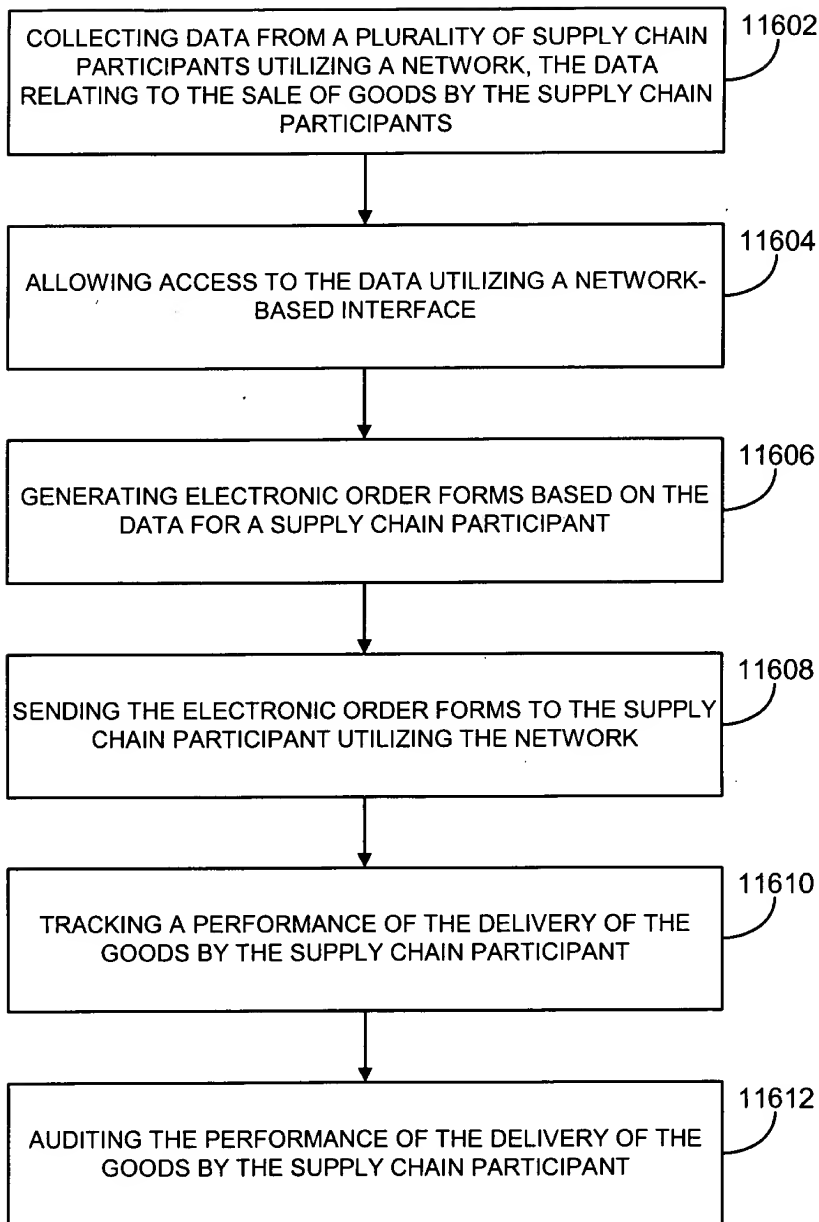


FIG. 116

11700

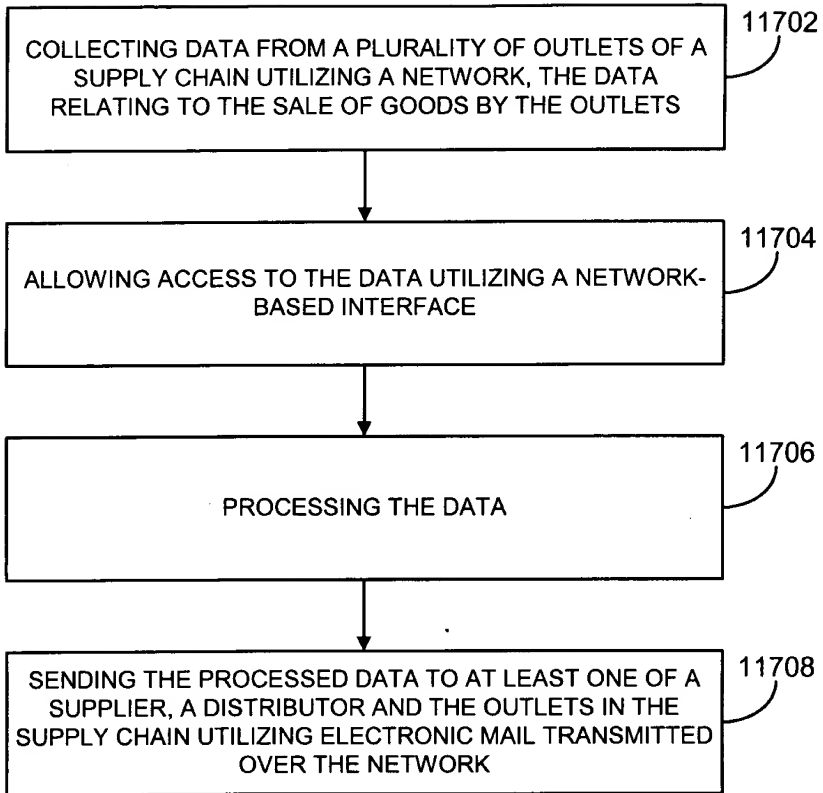


FIG. 117

09916249 032301

11800

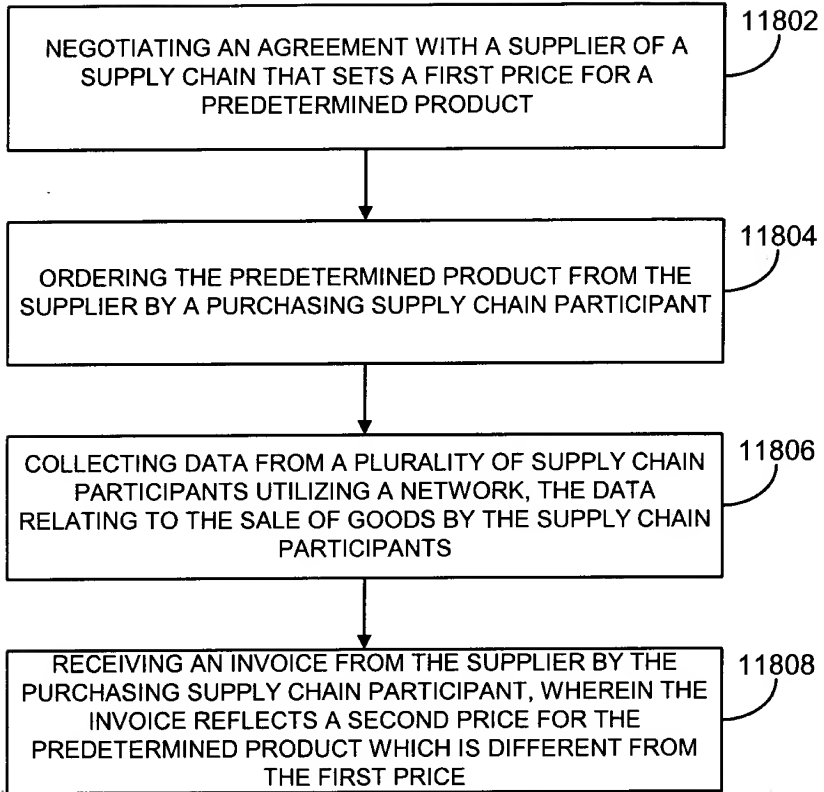


FIG. 118

0961649 032301

11900

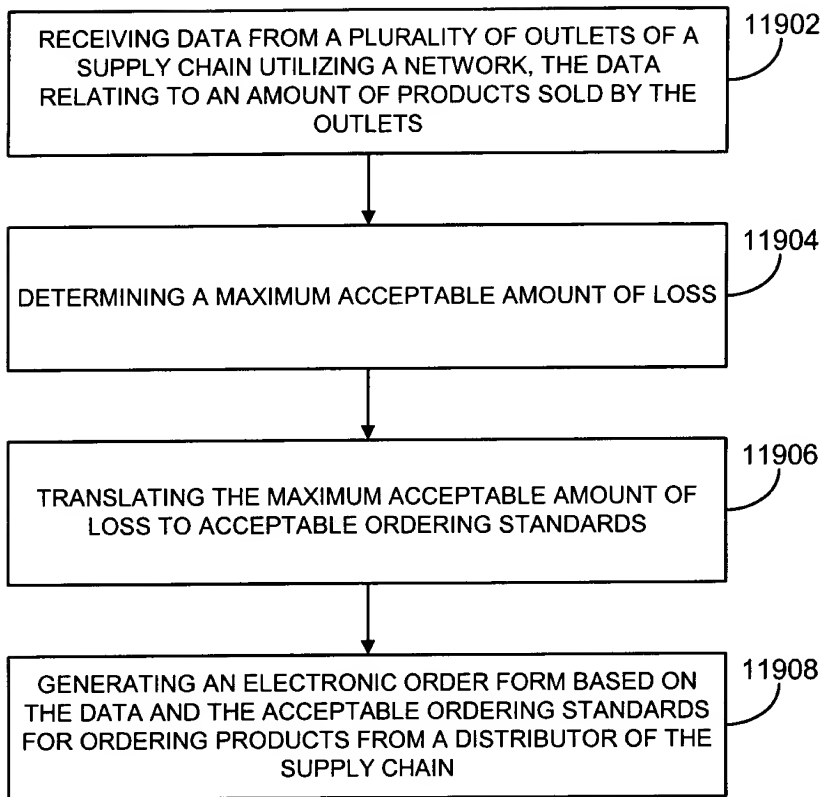


FIG. 119

12000

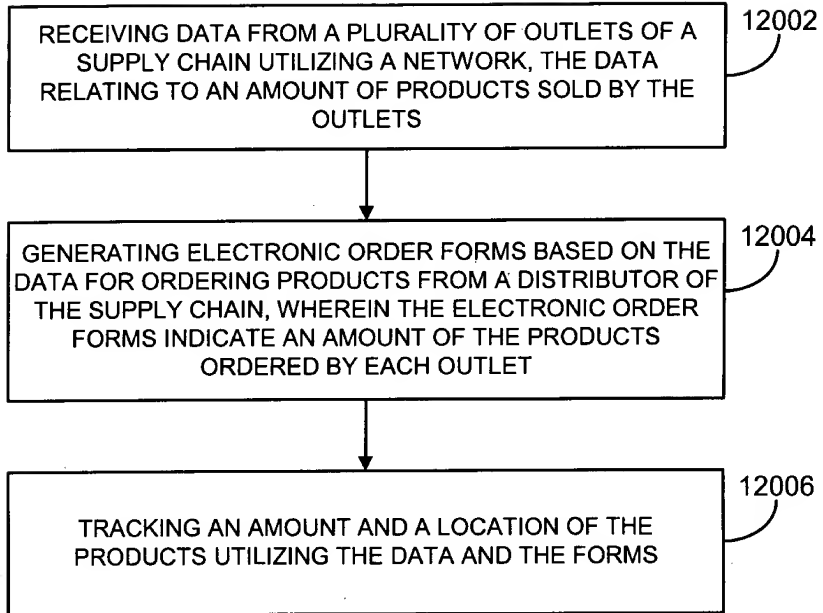


FIG. 120

09816249-032201

12100

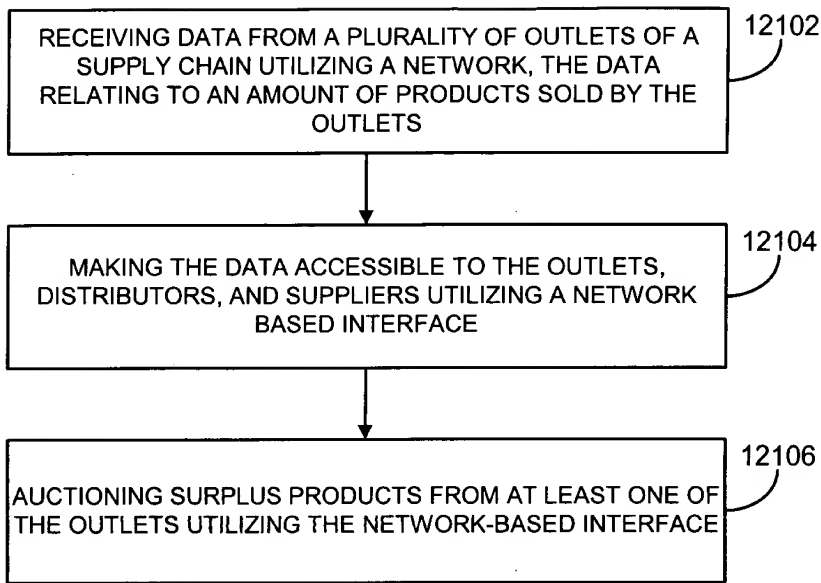


FIG. 121

10220-64291860

12200

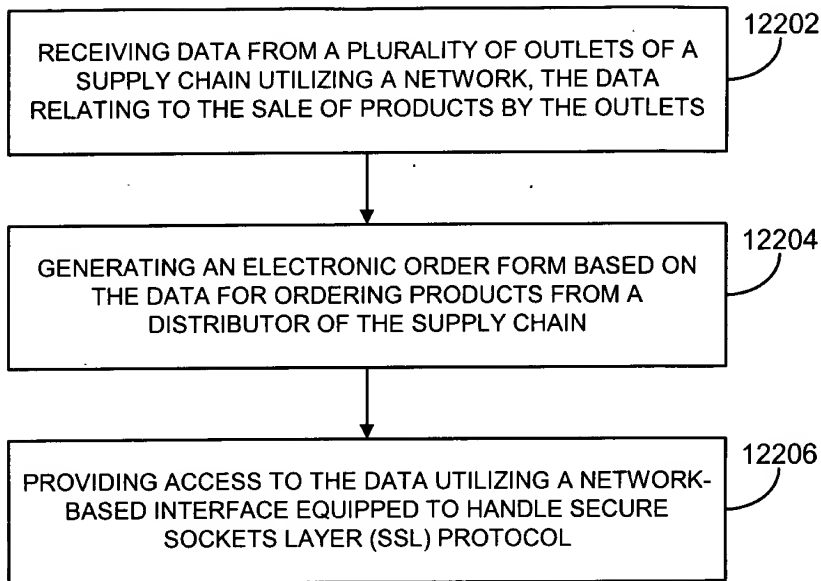


FIG. 122

12300

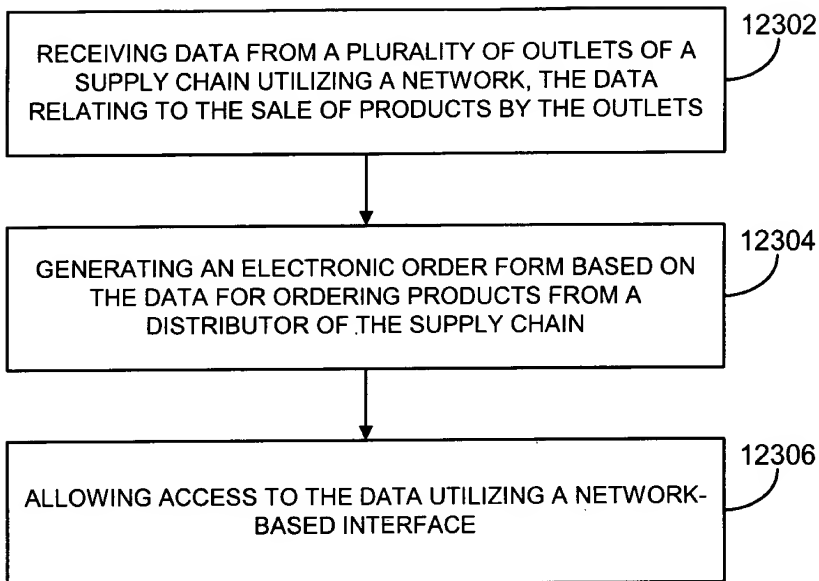


FIG. 123

09816249-032301

12400

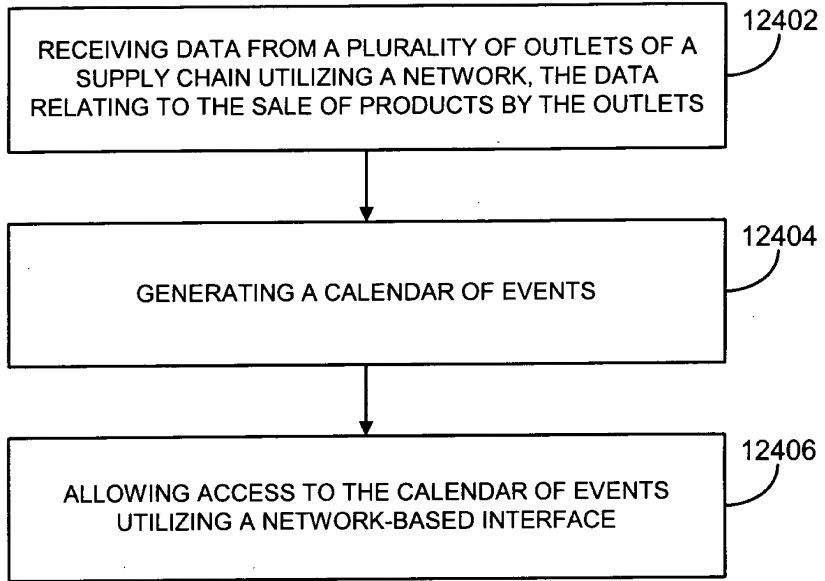


FIG. 124

0981649-032301

12500

12502

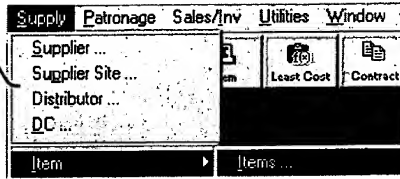


FIG. 125

12600

12602



FIG. 126

12700

12702

Item Desc: <input type="text"/>	
Item Number: <input type="text"/>	Status Code: <input type="text" value="Active"/>
Product Cat Code: <input type="text"/>	Item Rank: <input type="text"/>

FIG. 127

09815249-032301

FOE2ED" 6429T860

12800



Landed Cost by Distribution Center

Item	Inv FOB	Freight	Landed	Routing
Bag - Medium	4.85	0.23	5.08	TL
Bag - Large	6.7	0.23	6.93	TL
Biscuits - Frozen	12.33	1.15	13.48	TL
Brush - Pot, Long Handle	40.2	2.02	42.22	TL
Brush - Pot, Short Handle	24	1.39	25.39	TL
Carton - Breakfast	16.59	1.1	17.69	RDC
Carton - Large Fry	29.91	0.81	30.72	RDC
Carton - Medium Fry	18.92	0.73	19.65	TLMIN

FIG. 128

0981649-032301

12900



FIG. 129

13000

Supplier Item Desc:		Item No:	
Current: <input checked="" type="radio"/> Yes: <input type="radio"/> No:		Tie Qty:	
Items per Case:	5000	High Qty:	
Innerpack Contents:	5/1000	Cases Per Pallet:	
Item Size:		Stacking Allowed:	
Case Length:		Universal Product Code:	
Case Width:		Cases Per Truckload:	1350
Case Depth:		Net Weight:	39.00
Case Dimension U/M:	INCH(S)	Gross Weight:	39.00
Item Cube:	0.95 CUBIC FEET	Weight U/M:	POUND(S)
Item Shelf Life:		Bar Code:	

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

FIG. 130

13100

Site Information	Site Id: 17355	Site Role: <i>FOB Shipping Point</i>
Site Name:	TYSON FOODS - NEW HOLLAND, PA	

13102

FIG. 131

13200

Site Information	Site Id: 16	FOB Shipping Point
Name:	AMERISERVE-FARMINGDALE, NY	Railroad Name:
Status:	Active <input checked="" type="checkbox"/>	Rail Sidings: <input type="checkbox"/>

FIG. 132

09816249-032301

13300

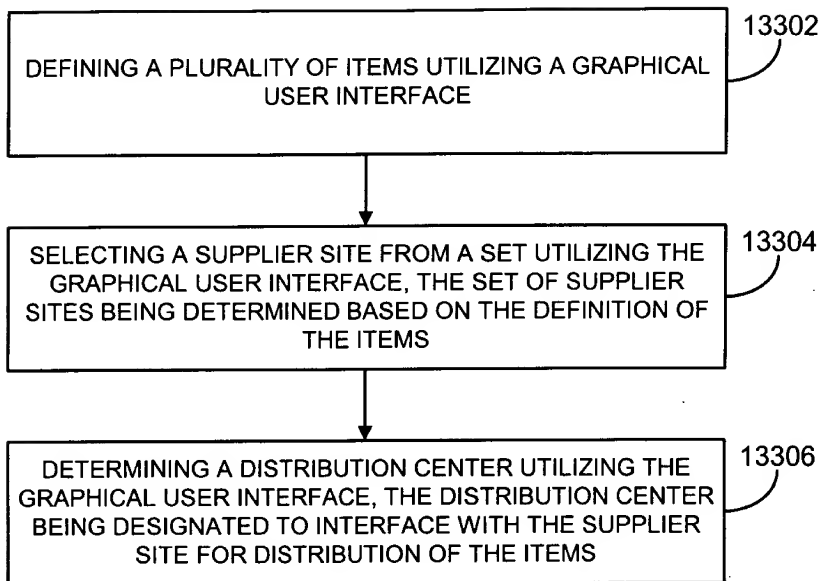


FIG. 133

09816249.0322301

09816249 032301

13400

Item:	WRAP-BACON DOUBLE CHEESEBURGER DELUXE	Begin:	7/1/96	End:	9/1/96	Final:	<input type="checkbox"/>
Override Rules:	<input type="radio"/> Yes <input checked="" type="radio"/> No	Apply By:	Cell	<input checked="" type="checkbox"/>			

FIG. 134

13500

DC	Supplier FOB Point
AMERISERVE-DENVER, CO	TYSON FOODS - GREEN FOREST, AR
AMERISERVE-DOUGLASVILLE, GA	TYSON FOODS - ALBERTVILLE, AL
AMERISERVE-FARMINGDALE, NY	TYSON FOODS - NEW HOLLAND, PA

FIG. 135

13600

Con FOB	Inv FOB	Freight	Landed
34.3200	34.3900	0.8400	35.2300
34.3200	34.3900	0.2900	34.6800

FIG. 136

13700

Contr	LB	Trk	Routing
96	83,600	2.0	TL
96	215,040	5.1	TL

FIG. 137

13800



FIG. 138

13900

Min Ordr	UM	Slip	D liv.
1	TRUCKLOAD(S)	Pallet	
1	TRUCKLOAD(S)	Pallet	

FIG. 139

14000

Carrier	Stated Vol
Truck	83,600
Truck	215,040

FIG. 140

14200



FIG. 142

14100

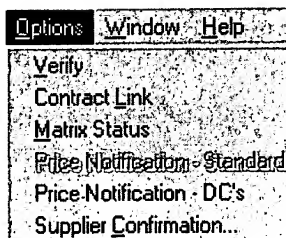


FIG. 141

14300

Cost	Edit / View ...	F3
Commodities	New (using previous matrix) ...	F4
Vendor Rating	New (build matrix) ...	F5
Contact Management	Multi Item Price Notification ...	

FIG. 143

10E2E0-6429T860

14400

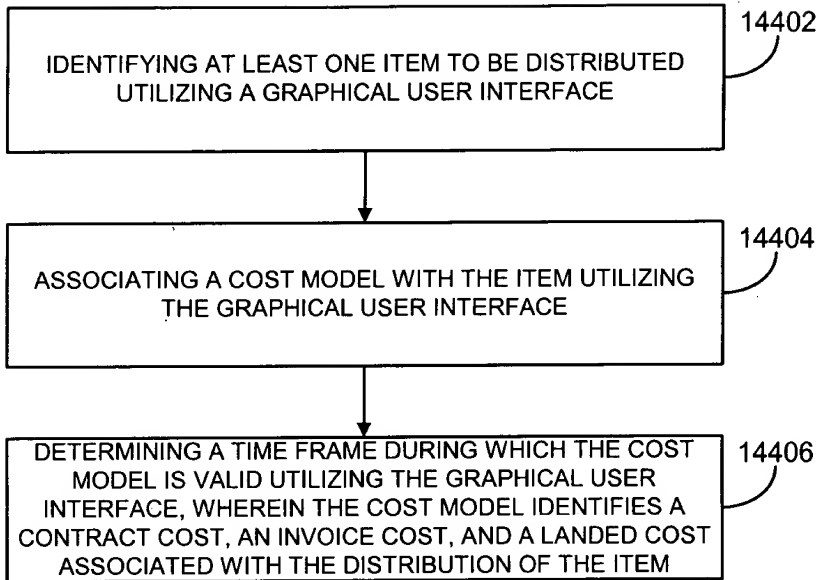


FIG. 144

09316249 032301

0981649-032301

14500



FIG. 145

14600

Contract ID:	673 - TYSON FOODS	
Initial Buyer Name:	Jamie Hersh	Current Buyer Name: Chris Stanton

FIG. 146

14700

Contract Start Date:	05/15/98
Contract End Date:	12/31/02
Execution Date:	5/15/98
Effective:	Shipment Date
Payment Terms:	Net 10

FIG. 147

14800



FIG. 148

14900

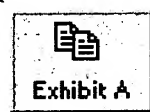


FIG. 149

15000



FIG. 150

15100

Select the End Dates to Use on the Exhibit			
Item Description	Cost Matrix End Date	Contract End Date	No End Date
BEEF - 77%	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF-WHOPPER 4.0 OZ	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF-WHOPPER JR. 2.8 OZ	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date

FIG. 151

15200

Options Window Help
New Items...
Delete Item...
Exhibit A
Exhibits B
Exhibits C
Replacement Exhibit B

FIG. 152

15300

 Exhibit C
--

FIG. 153

09316249 032301

15400

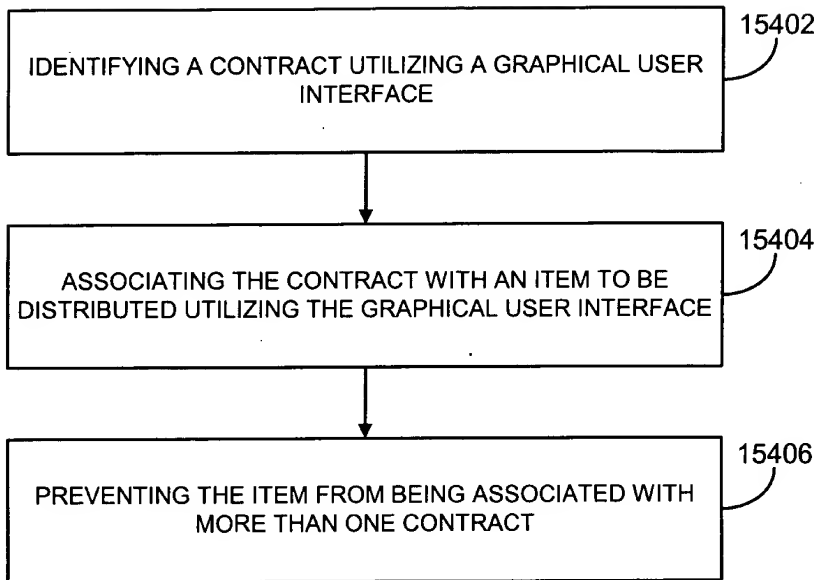


FIG. 154

09816249 032301

10E2ED 6429T860

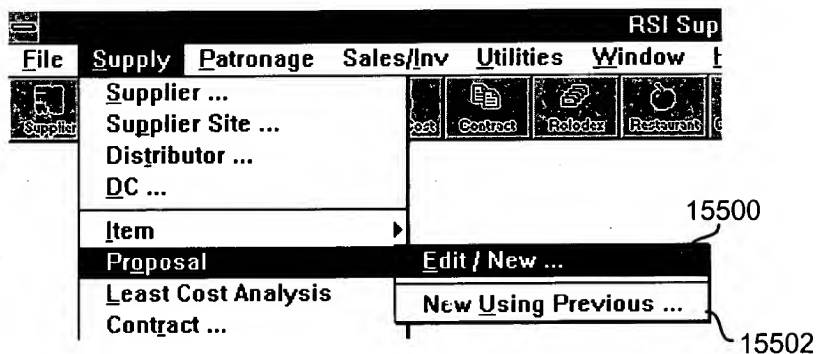


FIG. 155

15600

Proposal - Foam Hot Cups & Polystyrene Lids

Proposal Information

Proposal ID:
 Proposal Due Date:

Proposal Name:
 Contract Begin Date:

Buyer Name:
 Contract End Date:

Actions

#	Date	Action Description
1	05/28/97	Sent this bid to Dart and also sent a request for information to WinCup.

FIG. 156

102260" 64291860

15700

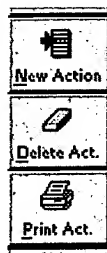


FIG. 157

100220" 64291860

15800

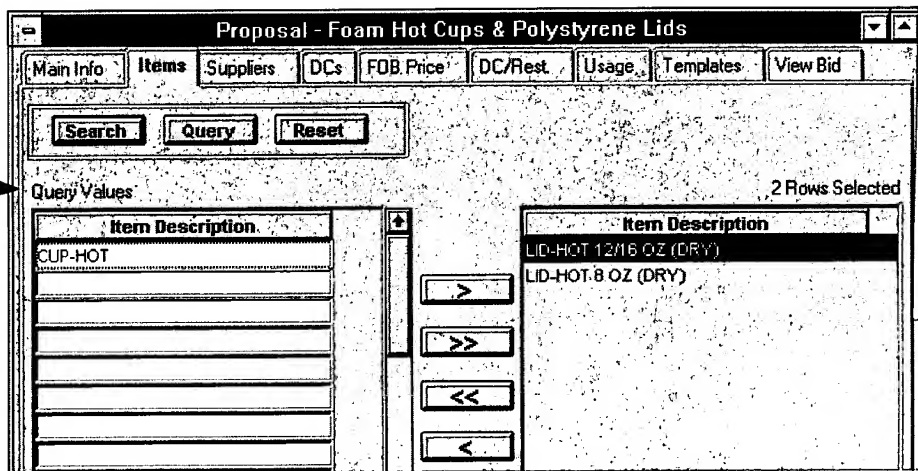


FIG. 158

10E2E0 64291860

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info Items Suppliers DCs FOB Price DC/Rest Usage Templates Recreate Bid

Search Query Reset

6 Rows Found 5 Rows Selected

Item Description	
CUP-HOT 12 OZ (PAPER)	DRY
CUP-HOT 16 OZ (PAPER)	DRY
CUP-HOT 8 OZ (PAPER)	DRY

15902

15904

15906

15908

Item Description
CUP-HOT 12 OZ (DRY)
CUP-HOT 16 OZ (500 CT) (DRY)
CUP-HOT 8 OZ (DRY)
LID-HOT 12/16 OZ (DRY)
LID-HOT 8 OZ (DRY)

FIG. 159

16000

Main Info Items Suppliers DCs FOB Price DC/Rest Usage Templates Recreate Bid

Select The Appropriate FOB Price Component Worksheet For Each Item

Item Description	FOB Price Component
MAYO-BULK	Mayonaise Components
	(None Selected)
	Generic FOB Pricing
	Mayonaise Components

FIG. 160

16100

Item	Growth %	Gross Wgt.	Item Cube	Contract Period
CHICKEN-BK BROILER	5.00%	82	1.26	09/01/97 to 12/31/97
CHICKEN-PATTY	7.00%	37.00	1.09	
CHICKEN-TENDERS	0.00%	25.00	1.06	

Distribution Center	Previous Case Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC/Item Growth	Projected Unit Usage
POST-ALBUQUERQ	576	30	99.34%	6.03	5.00%	755
POST-DENVER	833	39	99.05%	6.68	5.00%	1,083
POST-SALT LAKE	116	2	80.00%	5.46	5.00%	37

FIG. 161

0916249-032301

16200

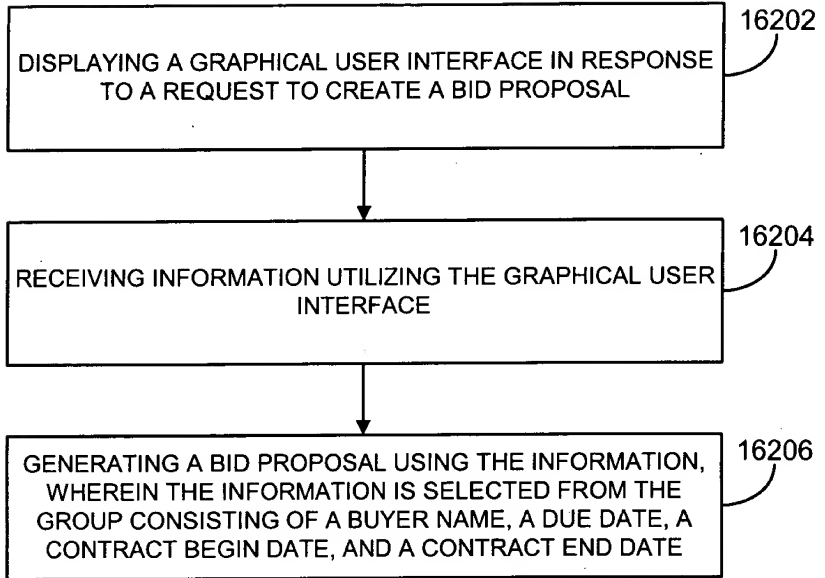


FIG. 162

09816249-032301

09816249.032301

16300



FIG. 163

16400



	<i>Supply</i>	<i>MS</i>	<i>Editable</i>
		<i>Word</i>	<i>Y/N</i>
Bid Proposal Cover Letter		?	Y
General Terms and Conditions		?	N
Usage Estimates	?		N
Supplier Facility Worksheets	?		N
Item Information Worksheets	?		N
Sample Supply Agreement		?	N
BK Specification Request		?	N
FOB Price Component		?	Y
Truckload Freight Worksheet	?		N
LTL Freight Worksheet	?		N

FIG. 164

16500

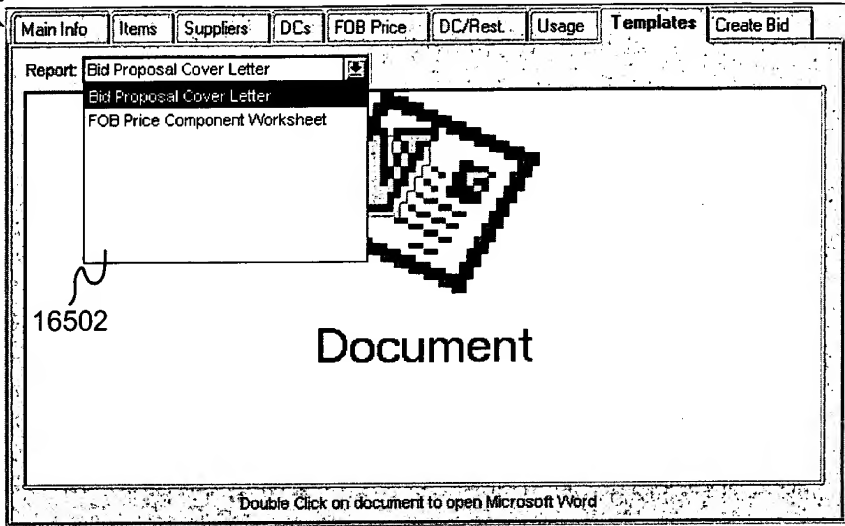


FIG. 165

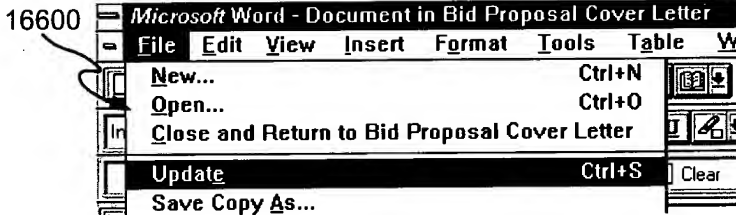


FIG. 166

106220" 6429T860

16700

Main Info Items Suppliers DCs FOB Price DC/Rest Usage Templates Create Bid

Bid Proposal Sent ☐

Bid Proposal Will Include Checked Documents

General	Cost
Bid Proposal Cover Letter <input checked="" type="checkbox"/>	FOB Price Component Worksheet <input checked="" type="checkbox"/>
General Terms & Conditions <input checked="" type="checkbox"/>	Truckload Freight Worksheet <input checked="" type="checkbox"/>
Usage Estimates <input checked="" type="checkbox"/>	LTL Freight Worksheet <input checked="" type="checkbox"/>
Supplier Facility Worksheet <input checked="" type="checkbox"/>	
Item Information Worksheet <input checked="" type="checkbox"/>	Blank Sheets
Sample Supply Agreement <input checked="" type="checkbox"/>	Supplier Facility Worksheet <input checked="" type="checkbox"/>
BK Specification Request <input checked="" type="checkbox"/>	Item Information Worksheet <input checked="" type="checkbox"/>
	FOB Price Component Worksheet <input checked="" type="checkbox"/>
	Truckload Freight Worksheet <input checked="" type="checkbox"/>
	LTL Freight Worksheet <input checked="" type="checkbox"/>

* LTL Freight Worksheet will be printed by system if necessary

FIG. 167

16800

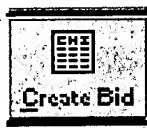


FIG. 168

16900

Report: 7/2/97

Report	Supplier
Item Information Worksheet	(all)
Bid Proposal Cover Letter	
FOB Price Component Worksheet	
General Terms & Conditions	
Item Information Worksheet	Restaurant Services, Inc.
LTL Freight Worksheet	ATTY
Sample Supply Agreement	
Supplier Facility Worksheet	DS

FIG. 169

100220-64297860

09816249.032301

17000

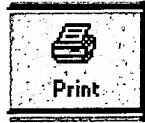


FIG. 170

17100



FIG. 171

17200

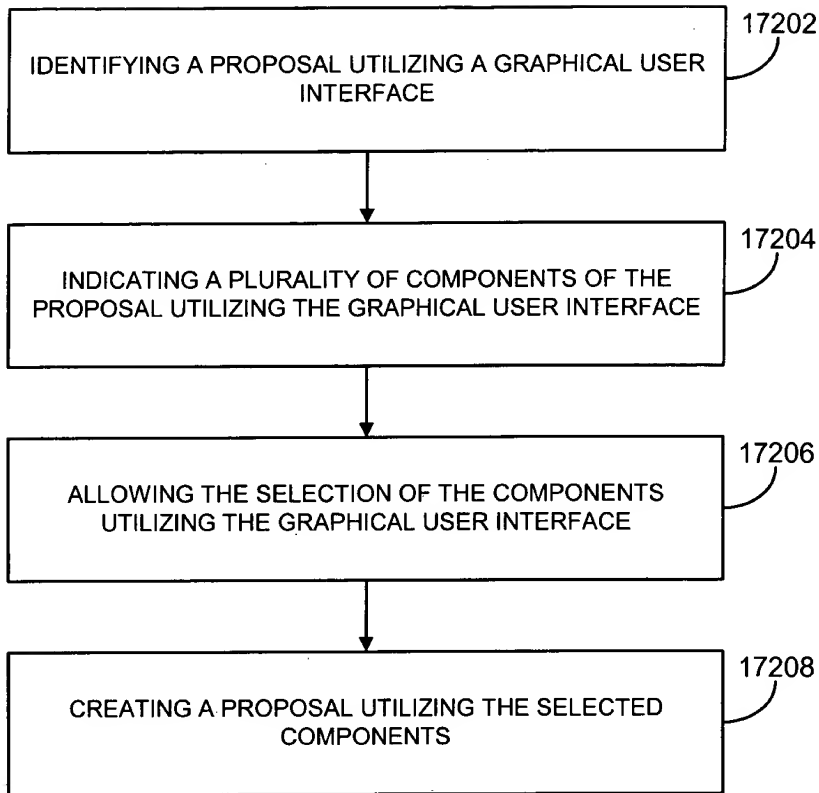


FIG. 172

09616249-032301

17300



FIG. 173

17400

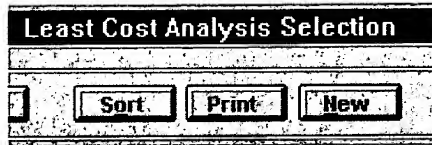


FIG. 174

17500

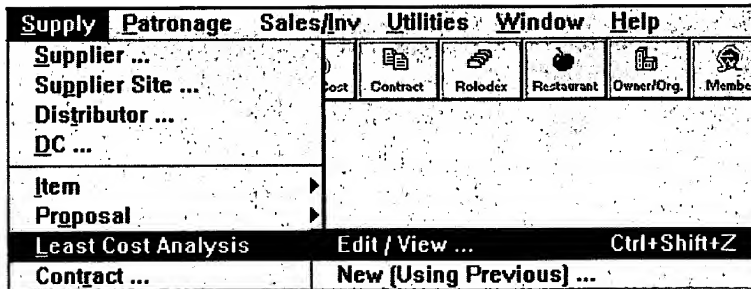


FIG. 175

09816249-032301

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Bid Proposal Name:	(None)
	Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)
	Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)

17600

FIG. 176

09816249-032301

17700



SELECTING BETWEEN A PLURALITY OF OPTIONS UTILIZING
A GRAPHICAL USER INTERFACE, EACH OPTION
CORRESPONDING TO A SEPARATE TECHNIQUE OF
CREATING AN ANALYSIS

17702



GENERATING A NEW ANALYSIS UPON THE SELECTION OF A
FIRST OF THE OPTIONS

17704



EDITING A PREVIOUS ANALYSIS UPON THE SELECTION OF
A SECOND OF THE OPTIONS

17706



INTEGRATING A BID PROPOSAL WITH AN INTEGRATED
ANALYSIS UPON THE SELECTION OF A THIRD OF THE
OPTIONS

17708

FIG. 177

09816249.032301

105220-6429T860

17800

Analysis Name:	Hash Brown Actual		
Analysis ID:	1036		
Buyer:	Dennis Clabby		
Period of Agreement:	10/1/97	THRU	9/30/98
Unit Of Measure:	CASE(S)		

FIG. 178

17900

Version (1) of (9)		Base version
What is the max # of FOB points to allocate to each DC ?	One FOB	
What is pricing method for this version ?	FOB + Freight	
What is the RSI Invoice FOB Upcharge (Downcharge) ?	0.0000	
Override RDC Truckload Validation?	No	
Solution Strategy:	Standard	Last Revision: 9/15/97 1:04 PM

FIG. 179

18000



FIG. 180

18100

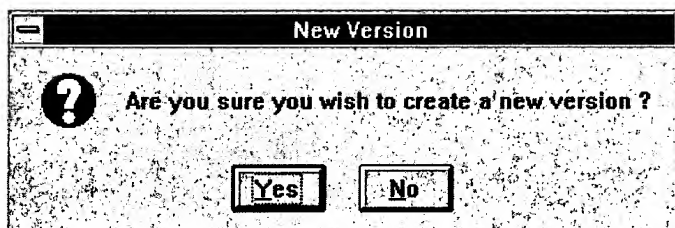


FIG. 181

09816249-032301

18200

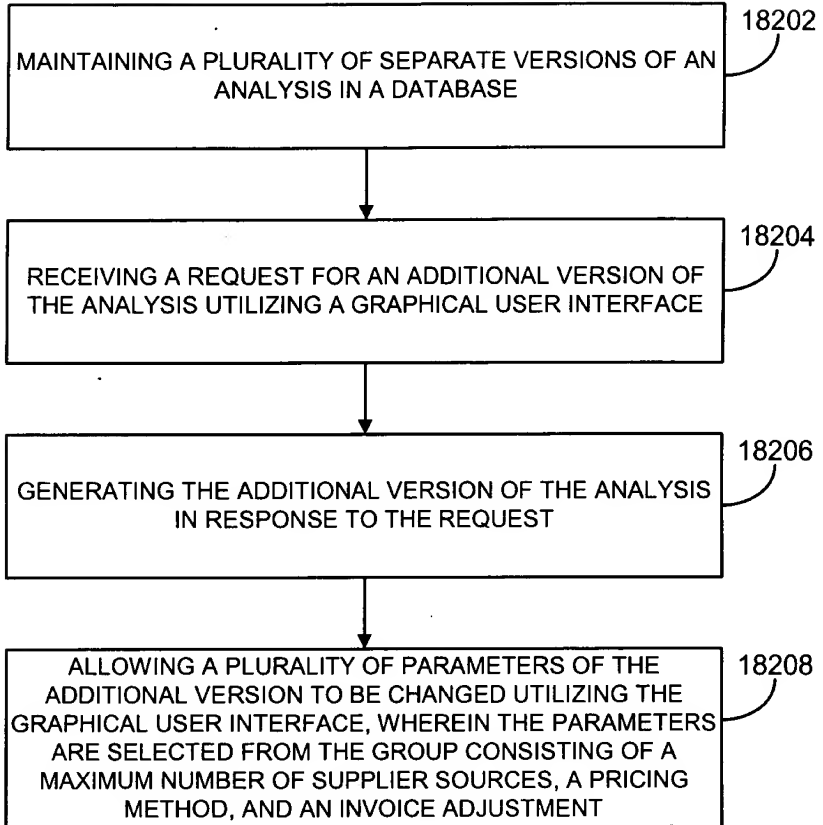


FIG. 182

09315249-032301

09816249-032301

18300

Search Query Reset

Query Values

Supplier FOB
DOP

>

>>

7 Rows Selected

Supplier FOB
DOPACO-DOWNINGTOWN, PA
DOPACO-KINSTON, NC
DOPACO-ST. CHARLES, IL
DOPACO-STOCKTON, CA
IMPERIAL BONDWARE-SHELBYVILLE, IL

18302

FIG. 183

18400

Item Description	Conv. Factor
FRIES-COATED (FRZN)	36

18402

FIG. 184

0816249-032301

18500

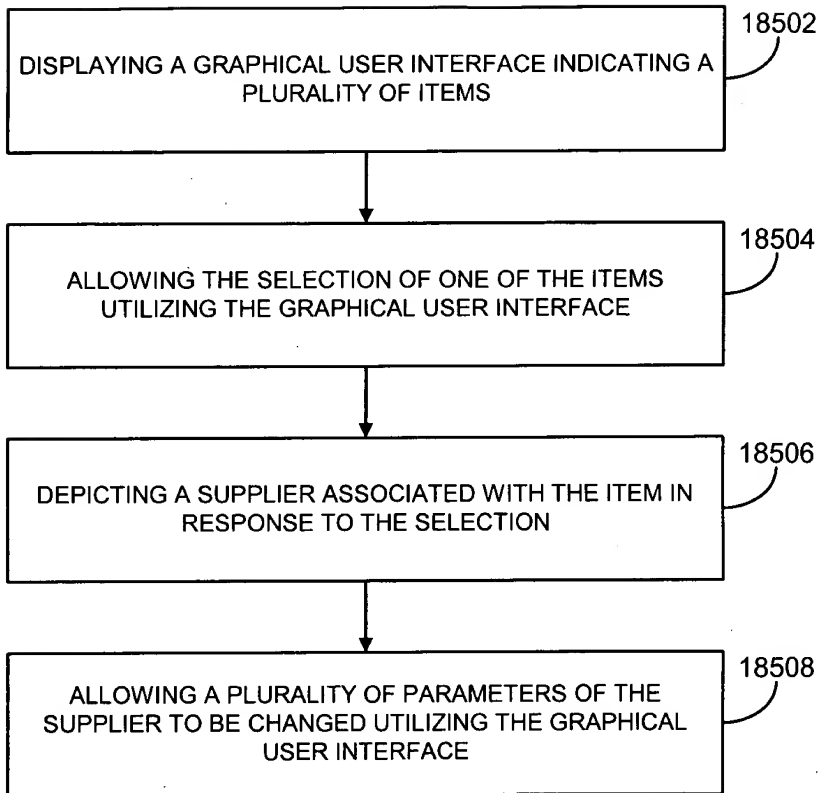


FIG. 185

09816249.032201

09816249-032301

18600

Item Description		Supplier FOB	
CUP-COLD 16 OZ		DOPACO-DOWNTOWN, PA	
CUP-COLD 22 OZ		DOPACO-DOWNTOWN, PA	
CUP-COLD 32 OZ		DOPACO-DOWNTOWN, PA	

Supplier Item Desc:	16 OZ COLD CUP	Item No:	CP2942
Items per Case:		Tie Qty:	5
Innerpack Contents:	1200	High Qty:	5
Item Size:		Cases Per Pallet:	25
Item Shelf Life:		Stacking Allowed:	<input checked="" type="radio"/> Yes <input type="radio"/> No
Case Length:	22.125	Mandatory Case Cube:	3.43 CUBIC FEET
Case Width:	15.125	Cases Per Truckload:	769
Case Depth:	17.75	Gross Weight:	29.28 POUND(S)
Case U/M	INCH(S)	Net Weight:	27.28 POUND(S)

FIG. 186

18700



FIG. 187

18800

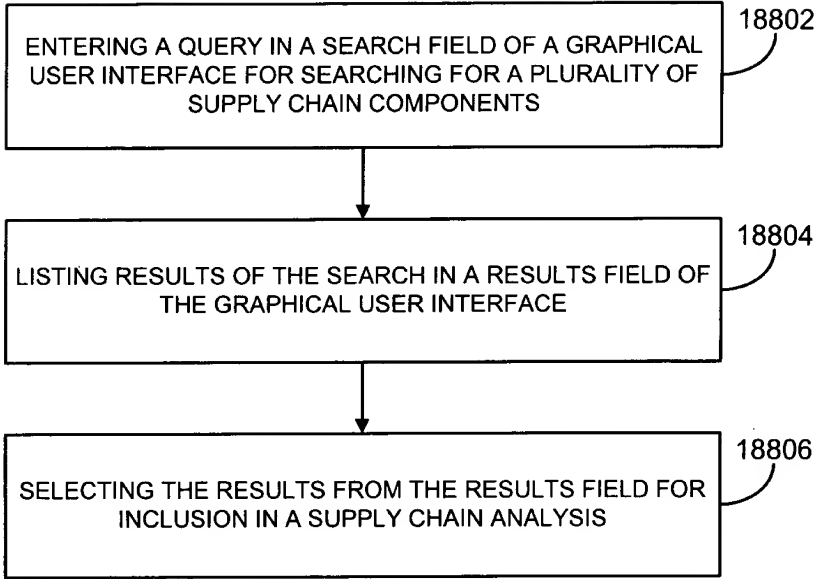


FIG. 188

09816249-032301

18900

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
CAVENDISH FARMS		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
J.R. SIMPLOT COMPANY		Pallet			<input type="radio"/> Yes <input checked="" type="radio"/> No
LAMB-WESTON, INC.		Pallet	200,000,000		<input type="radio"/> Yes <input checked="" type="radio"/> No
Supplier FOB			Minimum	Maximum	Include
LAMB-WESTON, INC.-PASCO, WA			90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.-RICHLAND WA			0	55,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.-AMERICAN FALLS ID			90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

FIG. 189

19000

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
MCCAIN FOODS		Pallet			<input type="radio"/> Yes <input checked="" type="radio"/> No
NESTLE FOOD COMPANY		Pallet			<input type="radio"/> Yes <input checked="" type="radio"/> No
ORE-IDA FOODS		Pallet	225,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No
Supplier FOB			Minimum	Maximum	Include
MCCAIN FOODS, LTD.-PRINCE EDWARD ISLAND			18,000,000	30,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No
MCCAIN FOODS, LTD.-PORTAGE LE PRAIRIE			45,000,000	50,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No
MCCAIN FOODS, INC.-OTHELLO, WA			27,000,000	132,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

FIG. 190

09816249 032301

19100

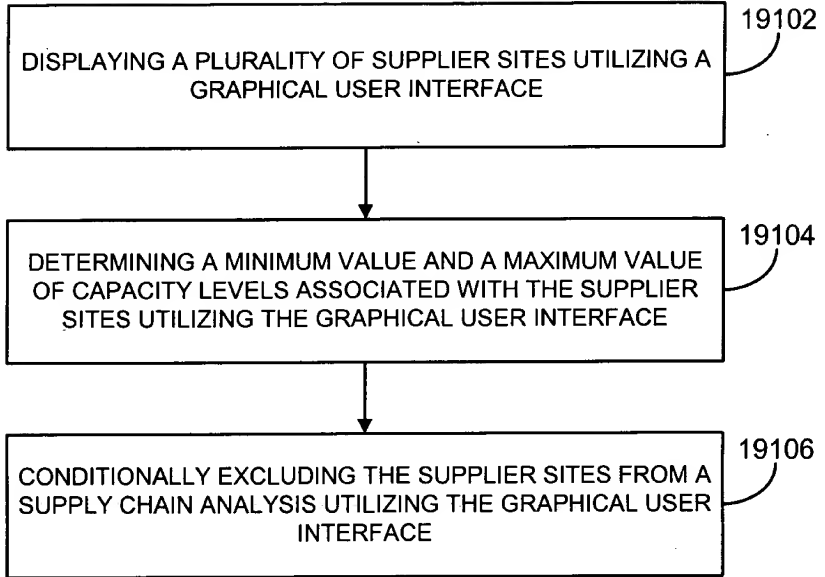


FIG. 191

100220" 61291860

09816249.032301

19200

Supplier	#	Volume
HUDSON INDUSTRIES	0	
INTERNATIONAL DIVERSEFOODS	0	
SUPERIOR COFFEE & FOODS	0	

Supplier FOB	Item	Cont FOB	#	Volume
HUDSON INDUSTRIES-TROY AL	MAYO-BULK	8.4200	0	
HUDSON INDUSTRIES-TROY AL	SAUCE-BULK-TARTAR	9.2300	0	

FIG. 192

19300

Supplier	#	Volume	
SSI FOOD SERVICES	0		
TEXAS AMERICAN FOOD SERVICE	0		
WHITEFORD FOODS	0		

Supplier FOB	Item	Cont FOB	#	Volume
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0026	0	
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0016	1	2,090,000
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0010	2	2,508,000

FIG. 193

19400

Supplier	#	Volume	
VENTURA FOODS	0		
VENTURA FOODS	1	100,000	

Supplier FOB	Item	Cont FOB	#	Volume
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.9400	0	
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.8400	1	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.5100	0	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.4100	1	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.1200	0	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.0200	1	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.5800	0	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.4800	1	

FIG. 194

09816249-032301

19500

Item Description		Supplier FOB	
FRIES-COATED		CAVENDISH-PRINCE EDWARD	
FRIES-COATED		J.R. SIMPLOT COMPANY-HERMISTON	
FRIES-COATED		LAMB-WESTON, INC.-PASCO, WA	
Distribution Center		Delivered	# Volume
AMERISERVE-OMAHA, NE		0.3750	0 0
AMERISERVE-PLYMOUTH, MN		0.3850	0 0
AMERISERVE-WAUKESHA		0.3670	0 0
FLEMING FOODS-KAPOLEI		0.4725	0 0
KING PROVISION-ATLANTA		0.3950	0 0

FIG. 195

09816249-032301

19600

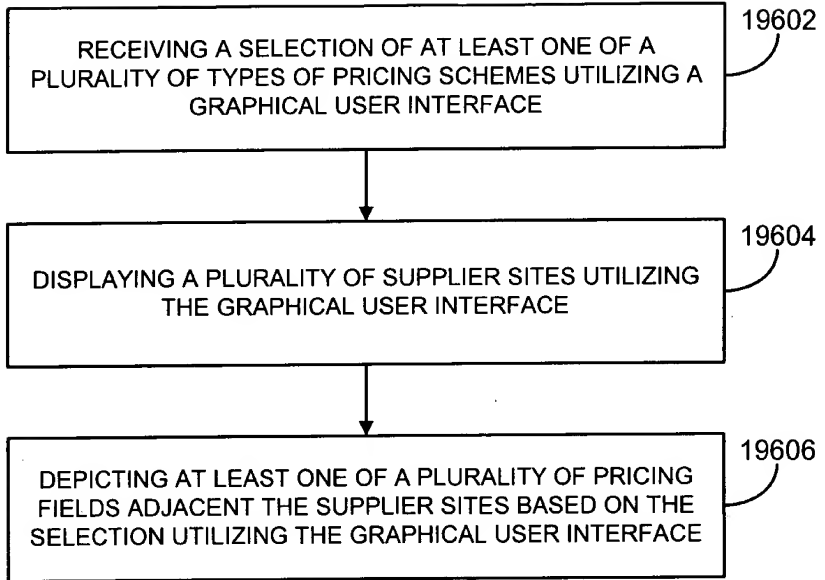


FIG. 196

09816249-032301

102200 6429780

19700

Total Rest. Growth Amount		Usage Period	
5.00%		09/01/97 to 08/31/98	
19702			
Distribution Center	Current Rest. Count	Restaurant Growth %	Projected Avg. Rest. Count
AMERISERVEPOST-ALBUQUERQUE	27	5.00%	28
AMERISERVEPOST-DENVER	35	5.00%	37
AMERISERVEPOST-SALT LAKE,UT	2	5.00%	2
AMERISERVE-OMAHA, NE	166	5.00%	174

FIG. 197

19800

Item		Item Growth %		Usage Period		
CHICKEN-PATTY		.0.00				
Distribution Center	Previous Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC/Item Growth	Projected Usage
AMER-OMAMA	44,035	166	98.49%	24.12	4.00%	49,205
AMER-PLYMOUTH	37,141	177	100.00%	18.30	5.00%	40,823
AMER-MILWAUK	38,520	188	100.00%	19.02	0.00%	42,909

FIG. 198

19900

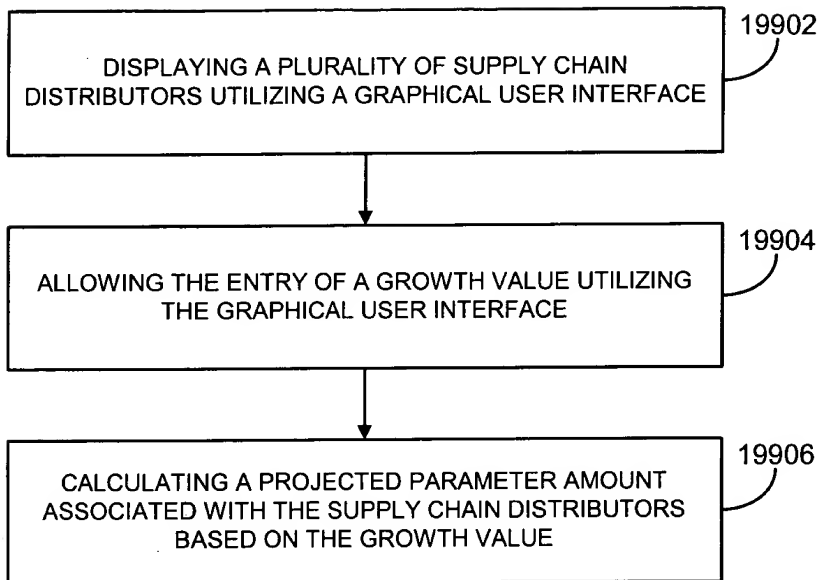


FIG. 199

09816249.032301

20000

Supplier FOB		Address	
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211

Distribution Center	Lane Restriction			Honor TL Rate
AMERISERVE/POST-ALBUQUERQUE	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE/POST-DENVER	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE/POST-SALT LAKE, UT	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE-OMAHA, NE	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE-PLYMOUTH, MN	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded	<input type="checkbox"/>

20002

FIG. 200

20100

Supplier FOB		Address	
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211

Distribution Center	Lane Restriction		
AMERISERVE/POST-ALBUQUERQUE	<input type="radio"/> Solver	<input checked="" type="radio"/> Required	<input type="radio"/> Excluded
AMERISERVE/POST-DENVER	<input checked="" type="radio"/> Solver	<input type="radio"/> Required	<input type="radio"/> Excluded

FIG. 201

20200

Invalid Selection

AMERISERVE/POST-ALBUQUERQUE is already required by J.R. SIMPLOT COMPANY-HERMISTON, OR.

FIG. 202

106220-64291860

20300

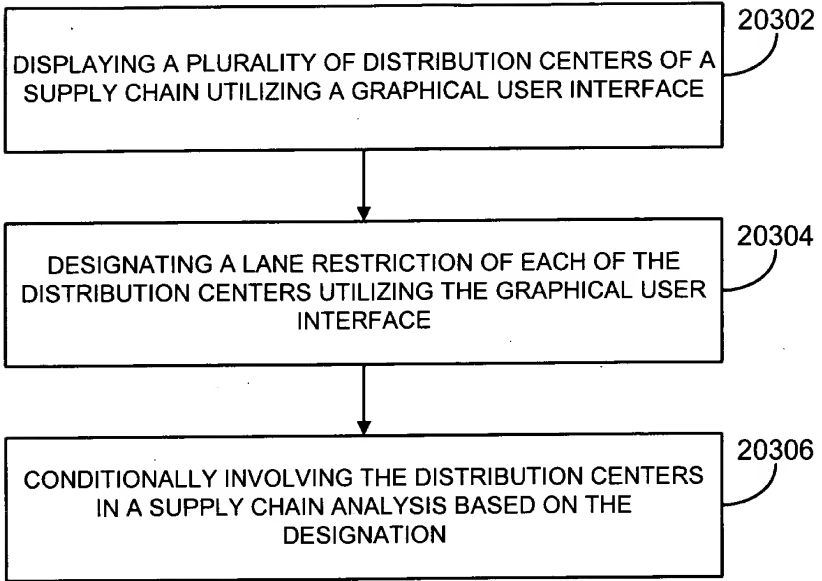


FIG. 203

09815249 032301

20400

Supplier FOB		Address	
CAVENDISH FARMS		Dieppe	NB E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR		Hermiston	OR 99999
LAMB-WESTON, INC.-AMERICAN FALLS ID		American Falls	ID 83211

Distribution Center	Truckload Freight	Lane Distance
AMERISERVEPOST-ALBUQUERQUE	1,617	
AMERISERVEPOST-DENVER	1,277	
AMERISERVEPOST-SALT LAKE,UT	691	

FIG. 204

20500

Supplier FOB		Address	
O.K. FOODS-FORT SMITH AR		Fort Smith	AR 72904
TYSON FOODS-GREEN FORREST, AR		Green Forest	AR 72638
TYSON FOODS-RUSSELVILLE AR		Russelville	AR 72801

Distribution Center	Weight	LTL Minimum	0 to 1,000 LBS	1,001 to 5,000 LBS	5,001 to 10,000 LBS	10,001 to 20,000 LBS	20,000 LBS +
PS-ATLANTA	15,000					1.10	
PS-BURLINGTON	15,000	400.00				1.20	

FIG. 205

032301 04291860

20600

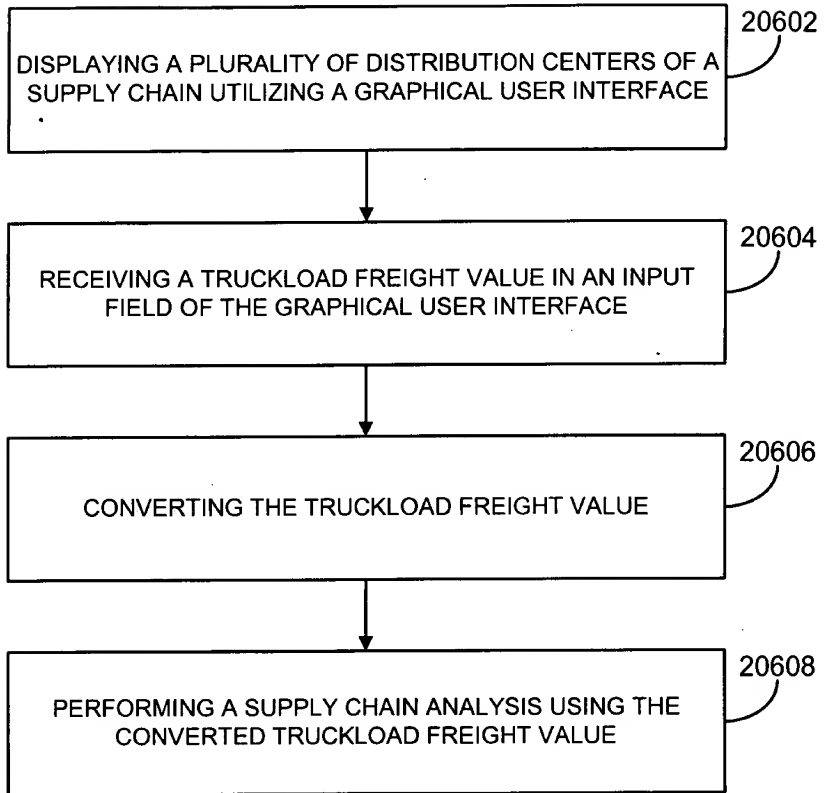


FIG. 206

09816249-032301

09816249-032301

20700



Analysis Region	Force FOB
MCCABE-PORTLAND/NW-ANCHORAGE	<input type="radio"/> Yes <input checked="" type="radio"/> No

Distribution Center Name	Site Role
MCCABE QUALITY FOODS-PORTLAND	Corporate & FOB Point
RESTAURANTS NW-ANCHORAGE	Corporate & FOB Point

FIG. 207

20800

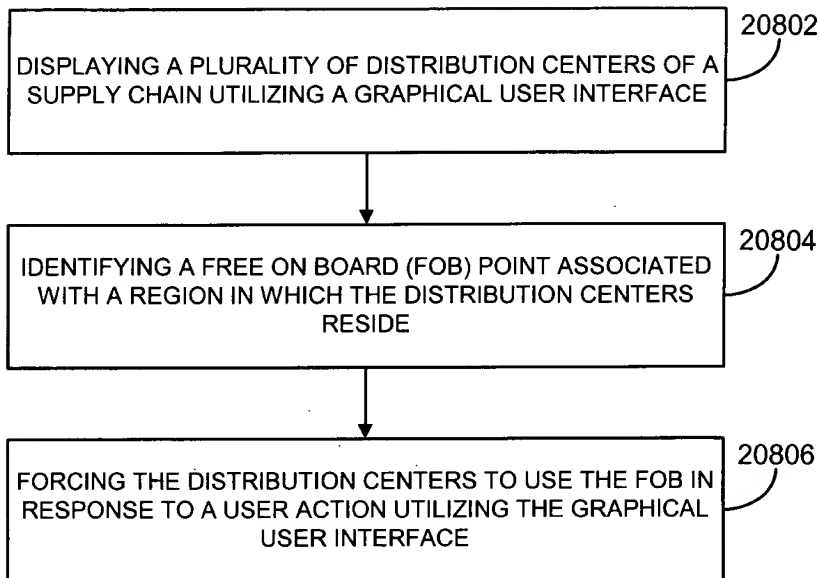


FIG. 208

09816249-032304

20900



FIG. 209

21000

Report Selection	
Report Type:	Report Name:
Optimal Product Routing	Freight Information Provided
Report Parameters	
Supplier:	(All)
Supplier FOB:	(All)
Distribution Center:	(All)
Version:	Base Version
	Freight Information Provided LTL Routing Grid By Lane Routing Results By Lane Routing Results By Lane, Item Routing Results w/ RDC Breakout By Lane Routing Results w/ RDC Breakout By Lane, Item TL Freight Variance Analysis

FIG. 210

09816249-032301

21100

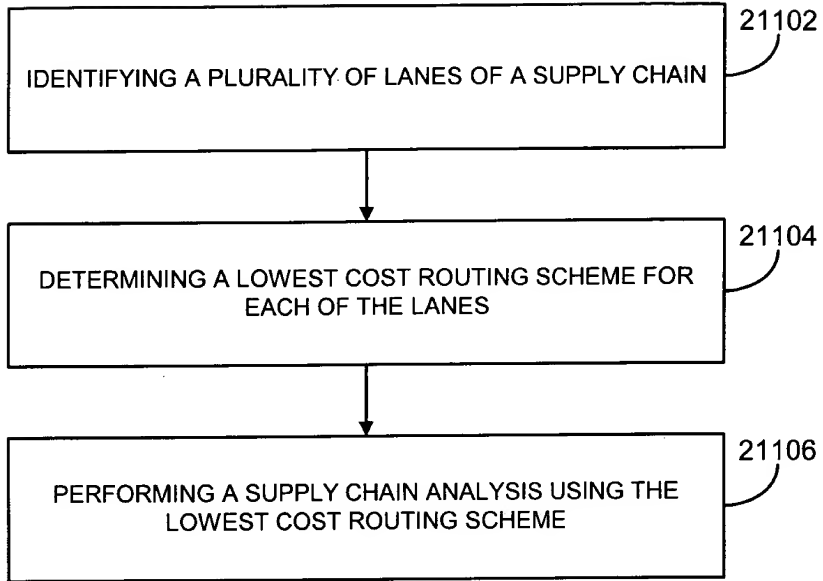


FIG. 211

09816249-032301

21200

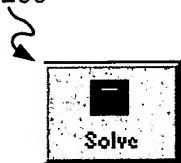


FIG. 212

21300

21302

A dialog box titled "Report Selection". It contains a "Report Type:" label and a list box with the following items: "Awarded Volume", "Awarded Volume", "Comparison Reports", "Cost Matrix Preview", "Optimal Product Routing", and "Tab Reports". The first "Awarded Volume" item is selected. To the right of the list box is a "Report Name:" label and a text field containing "Awarded Volume by Item - Detail". Below the list box, there are four horizontal lines, each with a small square icon to its right. At the bottom of the dialog box, the text "ew Capacity & Prices" is visible.

FIG. 213

21400

Awarded Volume by Item - Detail
 Awarded Volume by Item - Detail
 Awarded Volume by Item - Freight
 Awarded Volume by Item - Summary
 Competing DC Freight Analysis by Item
 Lane Assignment Matrix
 Lane Weighted Average Delivered Cost

FIG. 214

21500

Assigned Volume Percentages (no conversion)
 Assigned Volume Percentages (with conversion)
 Invoice FOB Detail Comparison (no conversion)
 Invoice FOB Detail Comparison (with conversion)
 Invoice FOB Savings Comparison (no conversion)
 Invoice FOB Savings Comparison (with conversion)

FIG. 215

21600

Report Type	Report Name
Comparison Reports	Assigned Volume Percentages (no conversion)

FIG. 216

21700

Report Name:
 Assigned Volume Percentages (no conversion)
 Assigned Volume Percentages (no conversion)
 Assigned Volume Percentages (with conversion)
 Invoice FOB Detail Comparison (no conversion)

FIG. 217

09816249-032301

21800

Item: HASH BROWNS(ROUND)

Comparison Versions:

- Base version
- With LTL riding with CCF, forced TL
- LTL moving with CCF, no Cavendish

Include Cost Matrices: Yes ☒ No ☐

FIG. 218

21900



FIG. 219

00816249.032301

22000

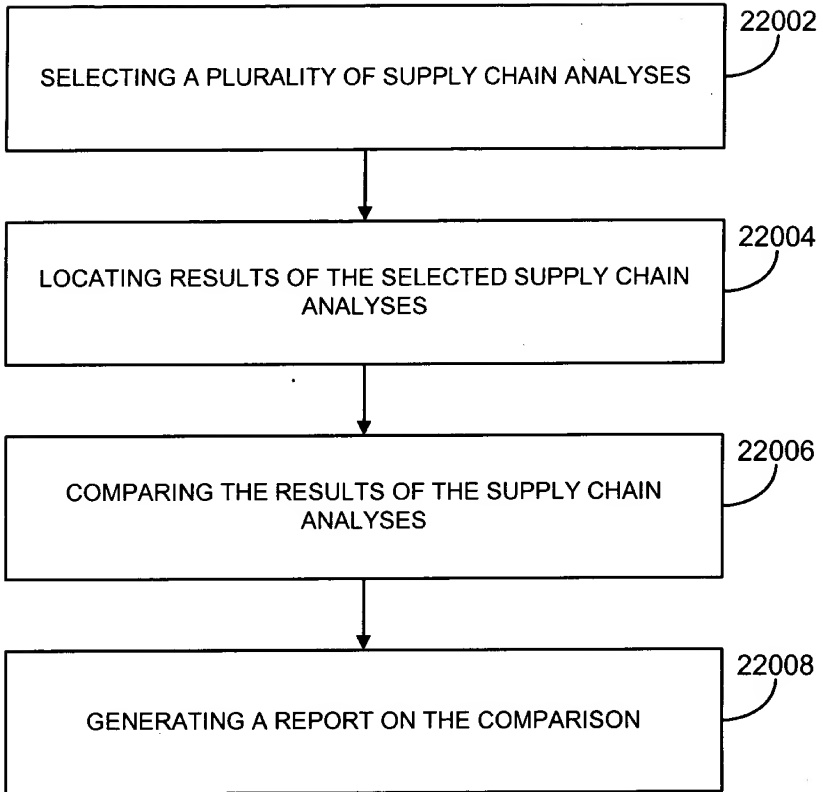


FIG. 220

09816249-032301
FOC2E0" 6429T860

22100



FIG. 221

22200

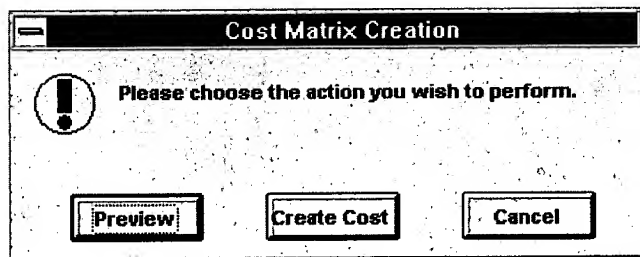


FIG. 222

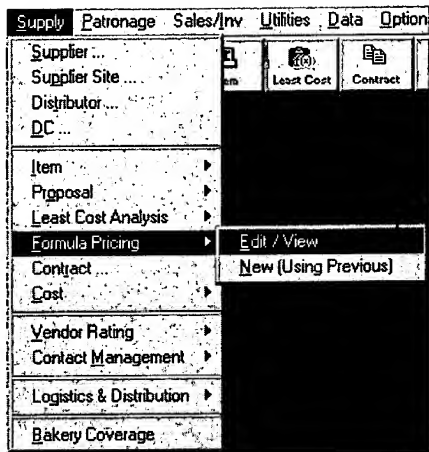


FIG. 223

22400

Formula Pricing - BEEF - 77% - 04/06/98

General Info Pricing Freight Formulas Block Cost Adjustments

Pricing ID: 12

Description: Beef Pricing 04/06/01

Item: BEEF - 77%

Raw Material Pricing Date: 04/06/01 From: 03/23/01 To: 04/03/01

Cost Matrix Begin Date: 03/15/01 End Date: 03/28/01

FOB Adjustment Amount: 0.0000

FIG. 224

22500

Formula Pricing - BEEF - 77% - 04/06/98

General Info												
Pricing	Freight	Formulas	Block Cost	Adjustments								
Date	FRSH DOM 50% TRIM	FRSH DOM 65% TRIM	FRSH DOM 73% TRIM	FRSH DOM 75% TRIM	FRSH DOM 80% LEAN	FRSH DOM 85% LEAN	FRSH DOM 90% LEAN BL	FRSH DOM 90% LEAN	FRSH DOM 90% LEAN YW	FRZN DOM 90% LEAN BL	IMP AUS 80% LEAN	Lean Fine Tatr Beef
02/23/98	0.8800	0.9100	0.9052	0.9300	0.9318	0.9900	0.9900	0.9950	1.0000	0.9500	0.9500	0.7980
03/24/98	0.8800	0.9100	0.9149	0.9400	0.9224	0.9800	1.0000	1.0500	1.1000	0.9400	0.9600	0.8400
03/25/98	0.8800	0.9150	0.8957	0.9100	0.9224	0.9800	1.1000	1.1500	1.2000	0.9500	0.9300	0.9200
03/26/98	0.8850	0.9155	0.8945	0.9190	0.9275	0.9855	1.2000	1.2500	1.3000	0.9600	0.9500	1.0000
03/27/98	0.8900	0.9200	0.9344	0.9600	0.9275	0.9855	1.0000	1.0500	1.1000	0.9550	0.9800	0.8400
03/30/98	0.8800	0.9300	0.9441	0.9700	0.9318	0.9900	0.9995	0.9998	1.0000	0.9870	0.9650	0.7998
03/31/98	0.8860	0.9160	0.9539	0.9800	0.9412	1.0000	1.1000	1.1250	1.1500	0.9550	0.9870	0.9000
04/01/98	0.8700	0.9200	0.9383	0.9650	0.9224	0.9800	1.2000	1.2300	1.2600	0.9630	0.9630	0.8840
04/02/98	0.8500	0.9400	0.9490	0.9750	0.9318	0.9900	1.0000	1.0250	1.0500	0.9540	0.9870	0.8200
04/03/98	0.8515	0.9700	0.9539	0.9800	0.9412	1.0000	1.1000	1.0750	1.0500	0.9580	0.9870	0.8600
	0.8753	0.9247	0.9275	0.9529	0.9300	0.9881	1.0690	1.0850	1.1210	0.9572	0.9659	0.8760

FIG. 225

22600

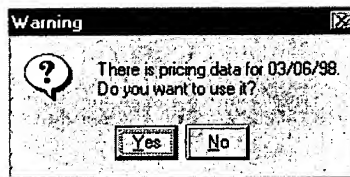


FIG. 226

22700

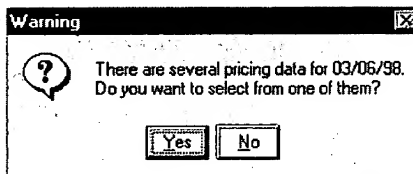


FIG. 227

1002200 64297860

22800

Pricing ID	Calc. Date	Description
10	03/08/98	Beef Pricing 3/8/98
11	03/23/98	Beef Pricing 3/23/98

OK Cancel

FIG. 228

22900

Formula Pricing - BEEF - 77% - 04/06/98

General Info Pricing **Freight** Formulas Block Cost Adjustments

Supplier FOB		Address
AMERICAN FOOD SERVICE		King of Prussia, PA 19406
DIVERSITY FOOD PROCESSING-VIRGINIA		Petersburg, VA 23805
GOOD SERVINGS PRODUCTS-NH		Manchester, NH 03108

Material Type	Freight Amt
Fresh Domestic 50% Trim	0.0450
Fresh Domestic 65% Trim	0.0000
Fresh Domestic 73% Trim	0.0000
Fresh Domestic 75% Trim	0.0000
Fresh Domestic 80% Lean	0.0000
Fresh Domestic 85% Lean	0.0000
Fresh Domestic 90% Lean	0.0400
Fresh Domestic 90% Lean-Blue	0.0000
Fresh Domestic 90% Lean-Yellow	0.0000
Frozen Domestic 90% Lean	0.0000
Imported Australia 90% Lean	0.0150

FIG. 229

009816249-032304

23000

Formula Pricing - BEEF - 77% - 04/06/98

General Info		Pricing		Freight		Formulas		Block Cost		Adjustments							
Formula	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Total		
AFS-1	0.3120	0.2871									0.1880	0.2134	0.4000	0.3824	0.1000	0.0911	0.9840
DIV-1	0.1400	0.1295	0.2000	0.1949	0.1400	0.1368					0.2000	0.2190	0.3200	0.3139			0.9841
GS-1	0.3270	0.3042									0.1730	0.1972	0.3600	0.3549	0.1400	0.1303	0.9888
S&C-1	0.2414	0.2200					0.2178	0.2026	0.2178	0.2153	0.2178	0.2396			0.1650	0.0956	0.9721
SER-1	0.3250	0.2926									0.1750	0.1951	0.3650	0.3571	0.1350	0.1236	0.9884
TEX-1	0.3090	0.2786									0.3410	0.3802	0.2500	0.2452	0.1000	0.0896	0.9916
WHI-1	0.3250	0.2959									0.1750	0.1969	0.3650	0.3608	0.1350	0.1230	0.9785
WIS-1	0.3325	0.2977									0.4875	0.5165	0.1000	0.0996	0.1000	0.0890	1.0816

FIG. 230

23100

Formula Pricing - BEEF - 77% - 04/06/98

General Info		Pricing		Freight		Formulas		Block Cost		Adjustments		Total	
Formula	Raw Material Cost	Yield	Block Cost	Margin	FOB Price	Include?							
AFS-1	0.9840	0.99	\$0.9990	0.1232	\$1.1222	<input checked="" type="checkbox"/>							
DIV-1	0.9941	0.98	\$1.0123	0.1669	\$1.1792	<input checked="" type="checkbox"/>							
GS-1	0.9866	0.98	\$1.0037	0.1287	\$1.1324	<input checked="" type="checkbox"/>							
S&C-1	0.9721	1.00	\$0.9721	0.1457	\$1.1178	<input checked="" type="checkbox"/>							
SER-1	0.9684	0.99	\$0.9831	0.1325	\$1.1156	<input checked="" type="checkbox"/>							
TEX-1	0.9816	0.99	\$1.0067	0.1232	\$1.1299	<input checked="" type="checkbox"/>							
WHI-1	0.9765	0.98	\$0.9939	0.1275	\$1.1214	<input checked="" type="checkbox"/>							
WIS-1	1.0018	0.98	\$1.0202	0.1334	\$1.1536	<input checked="" type="checkbox"/>							

FIG. 231

10E2E0 6429760

23200

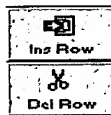
Formula Pricing - BEEF - 77% - 04/06/98

General Info	Pricing	Freight	Formulas	Block Cost	Adjustments
--------------	---------	---------	----------	------------	-------------

Formula	Raw Cost	Yield	FOB Price	Margin	Adjustments	Adj. FOB Price
AFS-1	0.9840	0.9850	0.9980	0.1232	0.0000	1.1222
DIV-1	0.9941	0.9820	1.0123	0.1669	0.1500	1.3292
GS-1	0.9866	0.9830	1.0037	0.1287	0.0000	1.1324
S&C-1	0.9721	1.0000	0.9721	0.1457	0.0000	1.1178
SER-1	0.9684	0.9850	0.9831	0.1325	0.0000	1.1158
TEX-1	0.9916	0.9850	1.0067	0.1232	0.0000	1.1299

Amount	Adjustment Desc
0.1500	Upcharge

FIG. 232



23300



23302

FIG. 233

23400



FIG. 234

00916249-032301

093143-03201

FIG. 235

FIG. 236